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THE CHEMIST AND DRUGGIST, DECEMBER 7, 1929.



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SINGLE COPIES 9d.

No. 2600.

DECEMBER 7, 1929.

Vol. CXI

## Macfarlan's ANÆSTHETIC ETHER *(Keith's)*

The Senior Anæsthetist of a large Lancashire Hospital writes:

"I have used their (J. F. M. & Co.'s) ETHER for about twenty years and am firmly convinced that it is the best on the market."

SAMPLES ON APPLICATION.

### J. F. MACFARLAN & CO.

EDINBURGH: 109 Abbeyhill.

LONDON: 32 Bethnal Green Road, E.1

WORKS: ABBEYHILL and NORTHFIELD, EDINBURGH

# HOWARDS'

## ASPIRIN

## SALICYLATES

## THYMOL

## MENTHOL

Keen  
Competitive  
Prices.

(Synthetic)

HOWARDS & SONS, LTD. (Est. 1797) ILFORD

# W. J. BUSH & CO.

LIMITED

*DISTILLERS AND IMPORTERS OF PHARMACEUTICAL*

## ESSENTIAL OILS

*MANUFACTURERS OF*

## FLAVOURING ESSENCES

*FOR ALL PURPOSES*

AND

## FINE CHEMICALS

*SPECIALITIES*

ACETANILIDE, B.P. 1914  
METHYL SALICYLATE  
SODA SALICYLATE

SALICYLIC ACID  
COUMARIN "BUSH"  
CHLOROFORM

## VANILLIN "BUSH"

*Tel. Ad.: "TANGERINE, LONDON."*

*Tel. No.: CLISSOLD 0461 (6 lines).*

CHIEF OFFICES

**Ash Grove, Hackney, London, E.8**

FACTORIES AT

**MITCHAM, Surrey**

**WIDNES, Lancashire**

*BRANCHES at - - GRASSE, MESSINA, MELBOURNE, SYDNEY,  
NEW YORK, CHICAGO, MONTREAL, TORONTO, JOHANNESBURG*



# “DULCIFLOR” BRAND

(REGISTERED TRADE MARK)

COMPOUND  
FLORAL OILS  
FOR SOAPS

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PERFUMERY OTTOS

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SYNTHETIC PERFUMES

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TOILET WATER  
CONCENTRATES

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*Samples on request*

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SOLE MANUFACTURERS

## STEVENSON & HOWELL Ltd.

*Standard Works* SOUTHWARK ST. London, S.E.1

Telephone : 4833 HOP (3 lines).

Telegraphic Address : "Distiller, Telew, London."

# HOW TO ASSESS THE VALUE OF ADVERTISING SCHEMES

## IV

**B**ECAUSE of the influence of the great British National Newspapers, and the rigorous censorship they exercise over all advertisements accepted for publication, a definite prestige attaches to those products which are advertised in their columns.

This applies with particular force to the "Sunday Pictorial," which reaches over TWO MILLION families every Sunday, and which will not countenance any form of misrepresentation. During the course of years the public has learned to recognise this fact, and accordingly responds with confidence to advertisers' offers, knowing that it may purchase with complete safety.

On Sunday the nation is at rest. On Sunday the public has time and inclination to read. Thus on Sunday advertisements are studied more closely and so have greater influence.

The effect of advertising is cumulative, and advertisements for well-known lines which appear week after week in the *Sunday Pictorial* are performing a most useful function—hammering in the Trade Mark, hammering in the salient selling features, always reminding and never allowing readers to forget—this kind of advertising pays, and creates profitable sales.

Remember that *Sunday Pictorial* readers are to be found in practically every fourth home throughout England. It is good business, therefore, to feature goods which are advertised in its columns, for it will be found that its selling influence extends for long afterwards.

### FREE OFFER

A map showing how the circulation of the *Sunday Pictorial* is distributed, County by County, throughout Great Britain will be sent FREE on applica-

tion. It shows dealers the splendid support the *Sunday Pictorial* can give advertised goods in their own locality.

The population in families is given in each district, and in addition the all-important "Penetration Factor," i.e., the proportion of families covered in each respective area. It is, in fact, the most interesting and informative business man's map which has ever been published.

**Salesmen representing firms whose products are advertised in the "Sunday Pictorial" should send for a copy of our circulation distribution Map. They will find it most useful in explaining to their customers the degree of support which their firm's advertisements are giving.**

*Enquiries, which should be made on business letter headings, should be addressed to S. D. Nicholls, Advertisement Manager, The "Sunday Pictorial," Geraldine House, Fetter Lane, London, E.C.4. Telephone, Holborn 4321.*

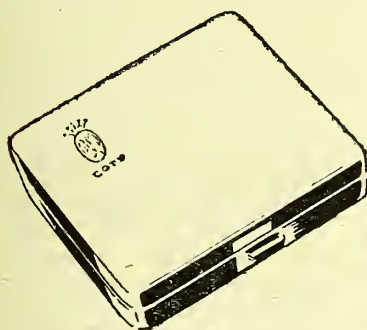
# SUNDAY PICTORIAL

## MORE THAN TWO MILLION A WEEK



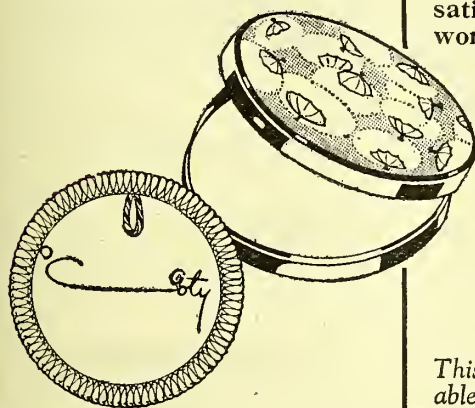
# A new addition to the COTY COMPACTE SERIES

## EXISTING MODELS



Series 062: "Extra flat" model in "platinum finish" supplied in carton with spare refill at 4/- less the usual discounts.

These two items may not be retailed separately.



The original "powder puff" design Compacte, for women who are conservative to this presentation owing to the large amount of powder it contains.

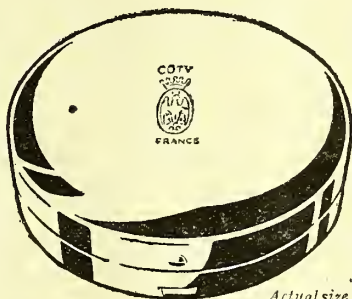
Series 063 : Retail Price 2/-

Refills for this Presentation.

Series 067 : Retail Price 1/6

Telephone : Mayfair 7244

## New !



Actual size.

This new Compacte in "platinum finish," complete with mirror and puff, has been created to satisfy the demand of women who are becoming enamoured of this exclusive finish and general style, but who prefer a small round box, especially for their evening bag.

Series 058  
Retail Price **2/-**

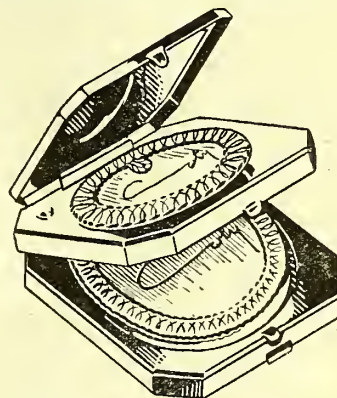
This presentation is obtainable in :

L'Aimant, Chypre, L'Origan, Paris, L'Émeraude.

Shades : Naturelle, Rachel 1, Rachel 2, Ocre, Ocre Rosée, Nacrée.

COTY (ENGLAND) LTD.  
COTY HOUSE  
3, STRATFORD PLACE  
LONDON, W.1

## EXISTING MODELS



Series 065: Double Compacte with Compacte Powder and Rouge in twin container, of "platinum finish."

Retail Price : : : 6/9

## Shades for the Double Compacte

Serial No.	Shade of Compacte	Pastel
065 N/C	Naturelle	Capucine
N/B	"	Brugnon
N/G	"	Geranium
N/RN	"	Rose Naturelle
065 R/C	Rachel	Capucine
R/B	"	Brugnon
R/G	"	Geranium
R/RN	"	Rose Naturelle
065 OR/C	Ocre Rosée	Capucine
OR/B	"	Brugnon
OR/G	"	Geranium
OR/RN	"	Rose Naturelle

In the following Perfumes :

L'Origan L'Aimant Chypre  
Paris Le Muguet  
L'Émeraude

The same refill fits the above three presentations.

Series 066 : Retail Price 1/6

Telegrams : Paricoty, Phone, London

**EDWARDS' HARLENE, LTD., 20/26, LAMB'S CONDUIT ST.,  
LONDON, W.C.1**

**20/26, LAMB'S CONDUIT ST.,  
LONDON, W.C.1**



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# OLDFIELD, PATTINSON & CO.

Telegrams :  
"OPIUM MANCHESTER."

Telephones :  
BLACKFRIARS 4682  
(2 lines).

Reliable House for all  
Pharmaceutical Preparations  
and for Personal Service

Concentrated Waters.  
Concentrated Infusions.  
Essential Oils.

**OPIUM**  
B.P. Tinct.      Aqueous Tinct.

Liquid Extracts.  
Levigated Ointments.  
Syr. Glycero-phos. Co.

"Silver Churn" Dairy Specialities  
**MANCHESTER**

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Supplied in Bulk or Tins at Best Prices



# CUPAL NEWS

DECEMBER 7, 1929

## FRIAR TUCK'S *CHERRY* GINGER WINE

REGD.

**"THE NEW PACK WITH THE OLD  
MELLOW CHERRY FLAVOUR"**

**This Preparation has been Perfected  
before being Offered to the Trade.**

In get up—In design of the neat tapered bottle with the capsuled neck—With forceful and attractive show material and finest quality ingredients—This Line will undoubtedly **MAKE RECORD SALES**

**9<sup>d</sup>.** RETAIL  
**BOTTLES**

**5/-** WHOLESALE  
less 10% 28 days

Beautiful Decanter Set sent with first orders for 1 gross upwards, also  
a Quantity of Coloured Xmas Advertising Leaflets

**ORDER NOW!** Nothing will Make a more Attractive or  
Profitable Display at this Season of the Year

**CUPAL LTD Blackburn**

*Manufacturing Chemists,*

*'Grams: Cupal, Blackburn.*

*'Phone: Blackburn 6073.*

This  
Showcard  
FREE



**1'3**

Reputed Pint

**10/6**

Per Dozen

6 dozen

**10/3**

12 dozen

**10/-**



This  
Showcard  
FREE



**2'**

Reputed Quart

**17/6**

Per Dozen

6 dozen

**17/3**

12 dozen

**17/-**

MRS COCHIN CHINA - "WELL, DID YOU THINK TO BRING  
MY SOUTHALLS' POULTRY COD LIVER OIL?"

**EGGS**

**MORE EGGS *and*  
STILL MORE EGGS**

BY INCLUDING IN THE FEED

**SOUTHALLS' (Registered) POULTRY  
COD LIVER OIL**

**GUARANTEED PURE  
AND MADE FROM THE  
LIVERS  
OF  
COD FISH ONLY**

**RICH IN VITAMINS  
A Anti-Infective  
D Anti-Rachitic  
and  
E Reproductive**

**SOUTHALL BROS. & BARCLAY—BIRMINGHAM**



A  
DESCRIPTIVE  
BOOKLET  
WITH  
EVERY  
BOTTLE.



# SPECIAL BONUS ON "QUINPHOS"

This offer closes Dec. 31st.



A NEW SHOWCARD IN  
TEN COLOURS AND A BIG BONUS  
FOR WINDOW DISPLAY.

**FREE—** 18—1/3d. size FREE with £5 Order  
6—1/3d. „ „ „ £2 „

The attention of all Chemists is drawn to this Special Offer. Buying "QUINPHOS" in this way makes it well worth while showing, and thus linking up with all the publicity that "QUINPHOS" gets. The profit on "QUINPHOS" puts it in the company of those goods that are shown and pushed all the time.

Sole Makers:—

**THOMPSON & CAPPER WHOLESALE LTD.**  
**MANESTY BUILDINGS, COLLEGE LANE, LIVERPOOL**



**Note :** Having disposed of our retail businesses some time ago, please note that we are now *wholesale only*.



**LORD LISTER'S IDEAL—**  
**GERMICIDAL POWER**  
*with SAFETY*  
**LISTERINE**  
 BRAND  
**ANTISEPTIC**

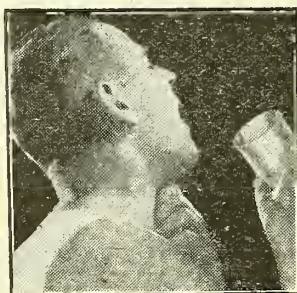


"Kills 200,000,000 germs in 15 secs."

—The Lancet.

During this season when **SORE THROAT, COLDS, INFLUENZA, ETC.**, are so prevalent, the public are being thoroughly educated through the press as to the power and efficacy of this great germicide—"the safe antiseptic with the pleasant taste—harmless to tissue." Be sure you have adequate stocks of this product which has 50 years of unparalleled success to its credit.

**Prices and Discounts.**



**IT CHECKS  
SORE THROAT.**

Orig. Cases	Size	Retail Price P.A.T.A.	Wholesale Price
4 doz.	3 oz.	1/6 each	13/6 doz.
2 doz.	7 oz.	3/- each	27/- doz.
1 doz.	14 oz.	5/6 each	49/6 doz.

Less 5% Monthly Account.

**SPECIAL DISCOUNT FOR QUANTITIES.**

1 Case assorted as desired, less extra	5%
12 Cases assorted	10%
36 Cases assorted	12½%

Less 5% Monthly Account.

**S. Maw, Son & Sons, Ltd.,**  
**Aldersgate St., London,**  
**and Barnet.**

*Selling Agents for*

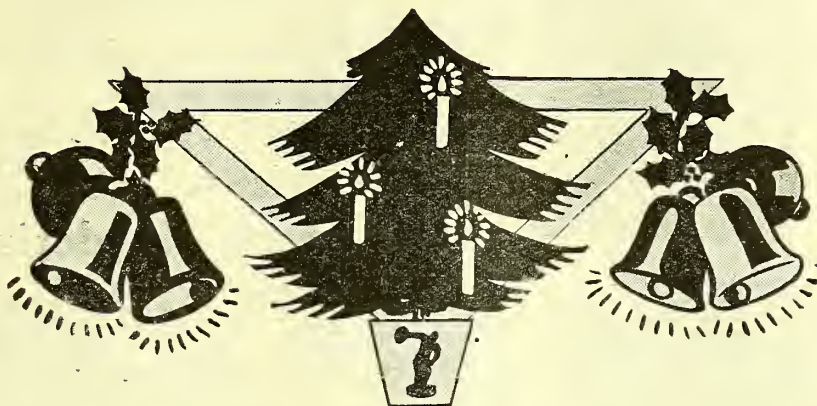
*Great Britain and Ireland*

TRADE



MARK

# Maw's Page



## Christmas Gift Bargains

At this time of the year, if you drop into Maw's showrooms you are sure to find a number of pharmacists accompanied by Mrs. Pharmacist.

Mr. Pharmacist is there because he knows that he will find new goods and new ideas wherewith he may satisfy that desire for a bargain which is keenest of all with the buyer of Christmas gifts.

He knows he will find the means of making this Christmas season more profitable than last, even in the face of the keenest competition.

Mrs. Pharmacist is there to satisfy her own love of a bargain; to purchase most successfully and economically her Christmas gifts to her friends and, possibly, that special gift from Mr. Pharmacist to herself.

She knows that she can find here an infinite variety of gifts. She knows also, that she can save money by buying her Christmas gifts at Maw's.

Our Showrooms are especially attractive at this time of the year. They are, in fact, a treasure house of wonderful bargains. To Mr. Pharmacist they mean more business and increased profits. To Mrs. Pharmacist they mean economy and greater satisfaction in Gift buying.

*We invite you to visit our Showrooms.*

**S. Maw, Son & Sons, Ltd.,**  
Aldersgate St., London,  
and Barnet.



TRADE

MARK



### INFLUENZA'S BLACKEST RECORD

Do as we do—inhale

### PENETROL

and be on the safe side.  
Last year there were  
over 23,000 deaths as  
a result of Influenza.  
Protect yourself from  
danger with Penetrol.



### KEEP FIT THIS WINTER

Do as we do—inhale

### PENETROL

It gives prompt relief  
from Colds in the Head,  
Influenza, Hay Fever,  
Catarrh, Headache  
and other similar and  
infectious complaints



### WHEN THE FLU' BOGEY IS ABOUT

Do as we do—inhale

### PENETROL

In that way lies safety.  
It kills the germs which  
cause Influenza & other  
dangerous complaints.  
Don't be a victim this  
year—inhale Penetrol



*Plenty of showmatter  
with every order*

**Penetrol—the *new*  
Inhalant IS selling  
in ever-increasing  
quantities to-day  
and we repeat that the  
line is an outstanding  
success—it definitely  
sets up a new standard**

Now that so many pharmacists are selling large quantities of the New Inhalant, Penetrol, they say that our statements about its remarkable success are, if anything, too modest. So try it for yourself. We know that a window display will help to realise quickly that Penetrol is the inhalant both you and your customers have been waiting for.

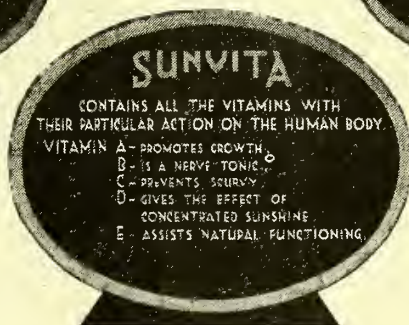
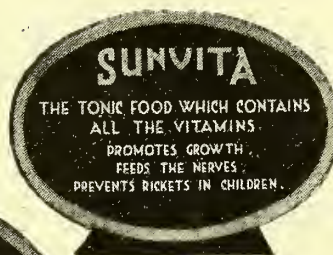


1/2-oz.	8/- doz.	6/9 gross.	1/- retail
1-oz.	15/- doz.	13/- gross.	2/- retail

Post your order to  
**W. B. CARTWRIGHT LTD. RAWDON NR. LEEDS**



# SUNVITA



## A PERFECT VITAMIN DIET !

Composed of the finest Malt Extract, rich Vitamin Oil, Extract of Yeast and Orange Juice ; containing all the Vitamins A, B, C, D, E.

Packed in screw capped jars together with show cards as illustrated above.

	per doz.	3 doz.	6 doz.
1lb size	16/-	15/6	15/-
2lb „	28/-	27/3	26/6

**EVANS SONS LESCHER & WEBB LTD**

LIVERPOOL

LONDON

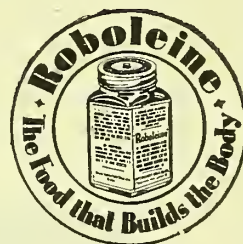
DUBLIN

—and the sales of  
**ROBOLEINE**  
GO UP  
AND UP  
AND UP

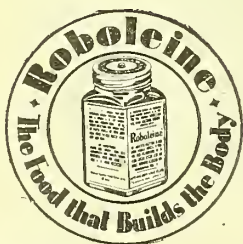
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Make a note to  
look into your  
stocks to-day

---



because  
it is a  
genuinely  
good  
thing



**Oppenheimer, Son & Co., Ltd.**

*Handforth Laboratories*

**Clapham Road**

**LONDON, S.W.9**



*Have a "Pinch"  
with me—*

**"Dispello",  
CATARRH  
SNUFF**

**The  
Waistcoat  
Pocket  
as a  
Salesman !**

At the present time when head-colds are rife, everyone is a purchaser of "Dispello" Catarrh Snuff. Some Chemist is supplying the demand. **Is it you?**

Try the "**Have a Pinch**" idea, by putting in a full-dress window display. Then give one of the little envelopes (containing sufficient "Dispello" for a generous sniff) to every person who enters the pharmacy—including the Commercial, if you like. Keep the non-sift box of "Dispello" in your waistcoat pocket—tell your assistants to do the same—and offer a pinch to everyone who has Catarrh or a "Sniffy Cold": if he hasn't now he will have sooner or later.

**"DISPELLO" CATARRH SNUFF** is compounded from Oils of Eucalyptus and Pine, Terebene, Bismuth-Oxynit, Boric Acid and Menthhol, and is made in the Laboratories of

**AYRTON'S OF LIVERPOOL**

#### FREE SAMPLES

The little envelope shown in the corner contains a generous sniff. Free samples equal to the quantity of your order are sent with goods and window display is provided on request.

Per dozen	...	...	...	4/6
6 dozen	...	...	at	4/3
Gross lots	...	...	at	4/-

*1-dozen box (to show display outer)  
will be sent post free for 4/6.*

*Have a "Pinch"  
with me—*  
**"DISPELLO"  
CATARRH SNUFF**

**Ayrton, Saunders & Co. Ltd.**  
LIVERPOOL  
ENGLAND.

—as the crow flies



Day by day—week in, month out—we are sending goods to Chemists by the fastest and shortest possible routes.

Our inside organisation keeps pace with our delivery services, and enables us to deal with all orders at high speed.

PROPRIETARY ARTICLES  
DRUGGISTS' SUNDRIES  
PHOTOGRAPHIC GOODS  
PACKED TOILET GOODS  
SURGICAL DRESSINGS  
DRUGS AND GALENICALS

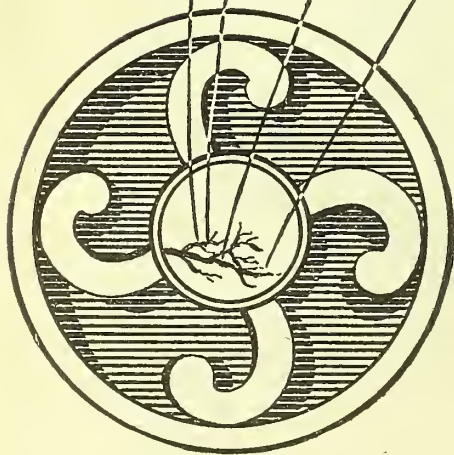


*Sangers*  
LIMITED

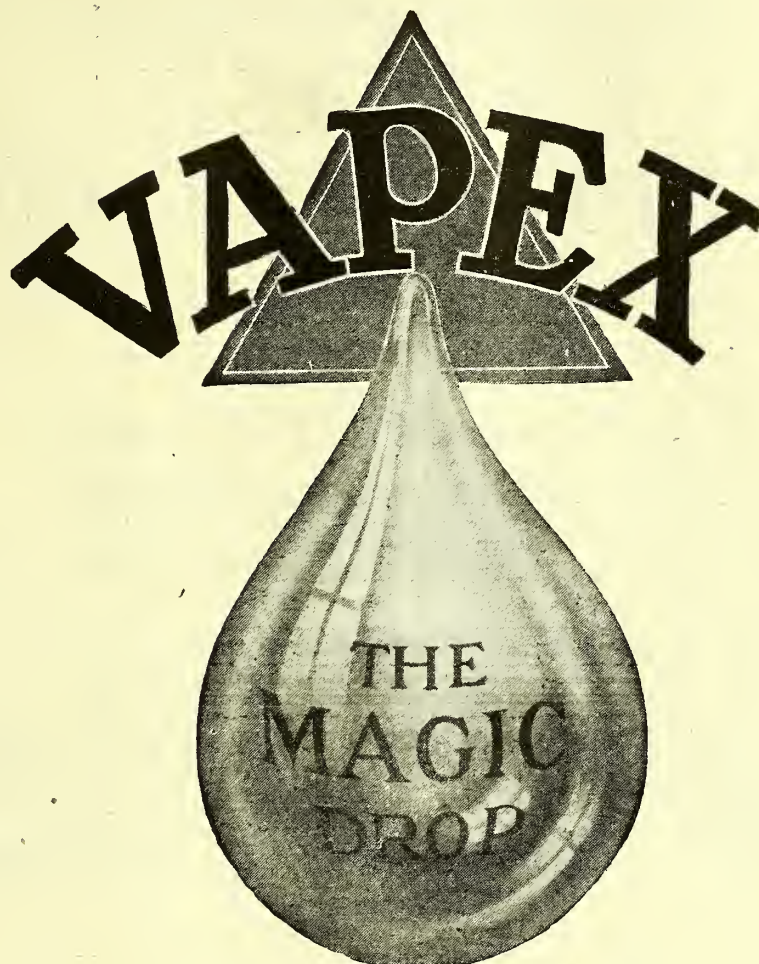
258, EUSTON ROAD  
LONDON — N.W.1

and at

OLD INFIRMARY BUILDINGS  
NEWCASTLE-ON-TYNE.







**The Special Window Display Terms  
are available only until the  
end of December**

To EXPORT BUYERS—All orders and enquiries should be addressed to our Sole Export Agents  
Wm. ALFRED JONES Ltd., West India House, Liverpool

**THOMAS KERFOOT & CO. LTD.**  
**BARDSLEY VALE, LANCASHIRE,**  
**& Bardsley House, London, N.1**  
ESTABLISHED 1797.

COPYRIGHT



# GUARANTEED PURE ENGLISH PEPPERMINT OIL

Grown & Distilled from Mitcham Plants

By

**Chivers & Sons Ltd.,**  
Histon, Cambridge, England.

SAMPLE AND QUOTATION ON REQUEST FROM THE SOLE SELLING AGENTS

**BRUCE STARKE & CO., 16 WATER LANE, GREAT TOWER ST., LONDON, E.C.3**

## MASON PEARSON HAIR-BRUSH

*The Brush  
which is  
asked for*

There is only one hair-brush which is equally suitable for people of both sexes and all ages:—The "MASON PEARSON" Brush. It brushes much more quickly than any other brush. It brushes more efficiently. It cleanses the scalp more gently and thoroughly than any other brush. It disentangles long hair without tugging it, and restores the "set" to ruffled hair.

The reason is that all "MASON PEARSON" Brushes are made of the most perfect hair-brushing material—the black unbleached bristle of the Indian Wild-Boar—which, arranged by our special patented method in a pneumatic rubber cushion, makes the highest grade Hair-Brush obtainable to-day.

The "MASON PEARSON" Brush is known and asked for everywhere by its name.

The brushes are made in eight models, retailing from 3/6 to 18/6, all subject to generous discounts giving you a substantial living profit. Can be supplied through your usual wholesaler.



MASON PEARSON SELLING AGENCY, LTD., 59 NEW OXFORD ST., LONDON, W.C.1



# Schimmel & Co. A.G.

MILTITZ, near LEIPZIG.

E. SACHSSE & CO.

Leipzig.

Departments :

ANTON DEPPE SÖHNE

Hamburg-Billbrook.

Branches in Hamburg, Berlin, Bodenbach  
(Czechoslovakia), Vienna, Budapest, Celje (S.H.S.)

*Representatives in all commercial centres of the world.*

---

Standard Qualities of  
**ESSENTIAL OILS**  
≈ **CHEMICALS** ≈

**FLORAL OTTOS**  
**PERFUME COMPOUNDS**  
**KOSMOFLOR PRODUCTS**

for triple extracts, toilet preparations and soaps.

**ESSENCES**

of every description.

**FIXORESIN "SCHIMMEL & Co."**

the world's leading fixing agent.

---

*Sole Distributors for the United Kingdom :*

Messrs. Fredk. Boehm, Ltd., 17 Jewry Street, London, E.C.3



# MERCOLIZED WAX

— : for the Complexion : —

and

# STALLAX

— : a Shampoo : —

**TWO** substantial and well-advertised lines which show a handsome profit to the Retailer, and, moreover, may be stocked fearlessly owing to the Manufacturers' most liberal Sale or Return Guarantee.

**Both** are obtainable in two sizes, and their reputation and sterling value assure a steady turnover.

*Order through your Wholesaler, or direct from :*

**DEARBORN (1923) LIMITED**

**37 GRAY'S INN ROAD,**

**LONDON, W.C.1.**

Telephone - - -

HOLBORN 9669

## JACKEL'S HAIR CREAM

### *The Original Hair Cream*

Tested and tried through forty years, Jackel's is firmly established in public confidence—demand is steady and increasing—sales are rapid.

*See that Jackel's is in your stock.*

11/6 per dozen, selling at 1/6 per bottle.

18/- " " " " 2/6 " "

Dr. Blanchard's Solidified Brilliantine

20/- doz., selling at 2/6 per Jar.

**JACKEL ET CIE (of Paris), Ltd.,**

*High Class Perfume Manufacturers.*

**73, Robertson Street, GLASGOW.**



A  
**KEEN  
BLADE  
AT A  
KEEN  
PRICE**

The Blade that SELLS as it SHAVES—  
"LIKE GREASED LIGHTNING!"

*Obtainable from all Leading Wholesalers*

Dept. C.D. "Wanie" Distributors:  
c/o ROEBUCK'S ADVERTISING SERVICE  
Salisbury Square House, Salisbury Sq., Fleet St., London, E.C.4

NEW LINES and NEW PACKS STIMULATE SALES

## WHITE'S BATH SOAP

DE LUXE

SUPERFINE QUALITY.

RICHLY PERFUMED.

IN 1/2 DOZ. SHOW BOXES.

Mitcham Lavender, Eau de Cologne, Verbena, Santal, Carnation, Jasmin.

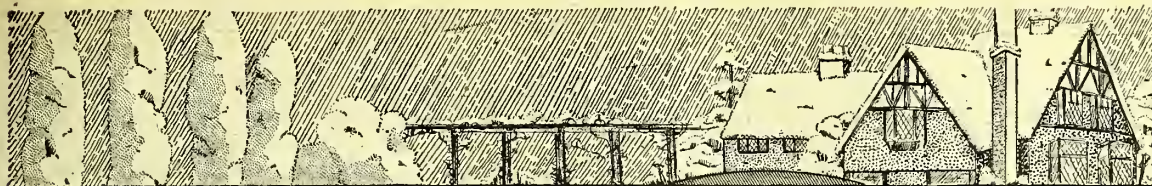
63/- Gross. Carriage paid.

1 Doz. Bonus for Gross Orders  
up till end of January.

Made at Mitcham by :—

**R. F. WHITE & CO., LTD.**  
London Road - - - MITCHAM

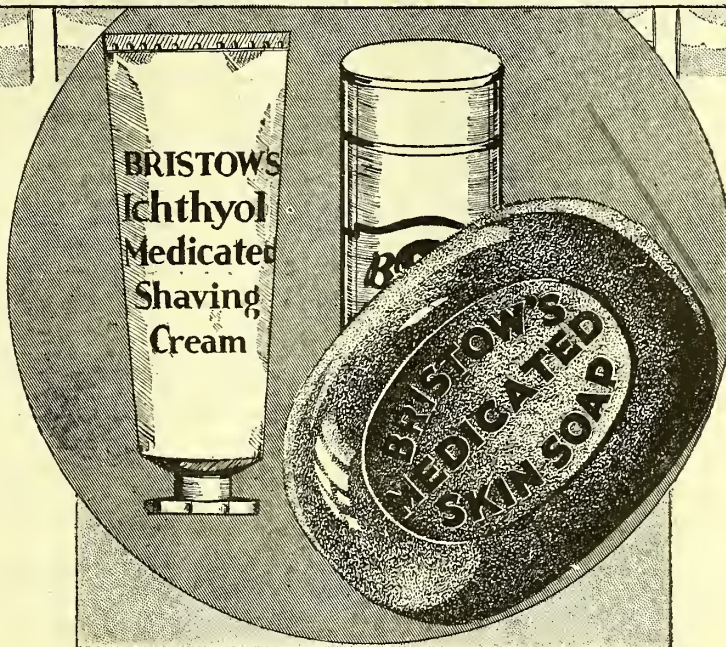




## A STRONG WINTER ARGUMENT!

**BRISTOW'S  
MEDICATED  
SKIN SOAP**

**TOILET SIZE**  
per 6d tablet  
**BATH SIZE**  
per 1/- tablet  
**SHAVING STICKS**  
per 1/- tin  
**SHAVING CREAM**  
per 1/3 tube



All your customers who suffer with chapped hands, raw and rough skins are potential buyers of Bristow's Medicated Skin Soap.

This soap combines the valuable properties of Ichthyol with the noted characteristics of Bristow's Toilet Soaps, and keeps the skin smooth, supple and in perfect condition in the most bitter weather. It is eminently pleasing in use, developing a rich, creamy lather.

Increasing sales and regular repeats prove Bristow's Medicated is in greater demand than ever before.

IT IS EXCLUSIVELY A CHEMIST'S LINE AND CARRIES LIBERAL BONUS TERMS.

If you are not already stocking, write now for samples and terms. Attractive display material is available.

**T. F. BRISTOW & CO. LTD.**  
Colindale, Hendon N.W.9.

Telephone : Colindale 6474.

Telegrams : "Floralium, Phone, London."



# SPUN PEROXIDE TOOTH PASTE

*Makes teeth like Pearls*

ANTISEPTIC AND FRAGRANT

RETAILS at 6d. & 1/-. SAMPLE & PRICES ON APPLICATION

Tele.: HOP  
2422, 2423  
Telegrams:  
"Ushenspuna,  
London."

## ROBERT BLACKIE

Shen Works,  
Tower Bridge Rd.  
LONDON, S.E.1

**WE CREATE THE DEMAND**  
**YOUR SALES ARE**  
**QUICK AND**

**PROFITABLE**

**HAMOE'S HAIR CULTURE**

A sure remedy for  
**GREY HAIR, BALDNESS,**  
**SCURF, DANDRUFF,**  
and all other hair troubles, non-greasy.  
Hamo's Hair Culture is regularly advertised in the  
National Press. It is **NOT** a new and untried prescription,  
but has been on the market for ten years with excellent results.

*Profits exceptionally generous.*

*Write for trade terms and full particulars.*

## GREENWOOD & REID

19/20 Holborn Viaduct, London, E.C.1

'Phone : Central 4067

And at—57 ALBERT ROAD, LEVENSHULME, MANCHESTER

# AZIADÉ Compact Perfume

## YOUR BEST SELLER AT XMAS!

In addition to the standard Aziadé Boxette—a splendid selling line at any time—we have introduced a real "Xmas Best Seller" in the AZIADÉ GIFT CASKETS.

These are most attractively got up in imitation suede—the vogue of the season—and lined in gold-leaf paper. The GREEN Casket holds six 1/- size Aziadé boxettes—the RED Casket six of the 1/6 size—the assortment in each Casket being Jasmin, Lilac, Sweet Pea, Muguet, Violet and Lavender.

The seasonable Greeting inset is loose, so that after Christmas it can be extracted and the Casket sold as a Gift Box, thus avoiding "dead stock."

**IMPORTANT.**—These Gift Caskets will be well advertised in December in 33 papers, having a total circulation of nearly 14 millions, including "Daily Mail," "Daily Express" and other national dailies, also in the Christmas Numbers of the popular monthlies and weeklies.

P.A.T.A. Retail.		Trade Terms.	
		Each.	Per Doz.
GREEN CASKET ..	6/6	4/4	52/-
RED CASKET ..	9/6	6/4	76/-
No. 1 (large) BOXETTES	1/6	—	12/-
No. 2 (small) ..	1/-	—	8/-

Cash Discount 2½% for settlement by 15th of month following invoice date. Carriage paid on £1 and over.



**GUARANTEED SALE.**—AZIADÉ preparations are not sold on "sale or return" terms. They are sold firm on the understanding that unsold goods may be returned at any time for cash or credit.

**ALTERATION IN STANDARD ASSORTMENT.** At the request of the Trade CHYPRE has been omitted and SWEET PEA substituted. The standard assortment per dozen is now 2 each Lilac, Jasmin, Sweet Pea, Muguet, Violet and Lavender.

**ATTRACTIVE DISPLAY CONTAINER.** Aziadé Compact Perfumes in artistic hand-painted "Boxettes" are packed in attractive counter display containers containing 2 each of the standard assortment.

**Don't lose sales by being out of stock—FILL IN THIS ORDER FORM NOW**



THE AZIADÉ  
DISPLAY CONTAINER.

To GUENEAUX (England), Ltd.,  
168 Regent Street, London, W.1.

Please send Aziadé goods as marked below.

.....GREEN CASKETS (of 6-1/- size AZIADÉ) at 4/4 each (52/- per doz.).

.....RED CASKETS (of 6-1/6 size AZIADÉ) at 6/4 each (76/- per doz.).

Total Doz.

.....No. 1 size (1/6) at 12/- per doz.—Standard Assortment: Lilac, Jasmin, Muguet, Sweet Pea, Violet, Lavender.

.....No. 2 size (1/-) at 8/- per doz.—Standard Assortment: Jasmin, Muguet, Sweet Pea, Violet, Lavender.

Signed .....

Address .....



# SIX FREE TUBES ARE WAITING

for the arrival of a post-card, giving your name and address, so that they may be sent to you by return of post.

These six trial size tubes will enable you to make six regular customers for the full size article at 1/6, who will not only visit your Pharmacy frequently to renew supplies, but advise their friends that you stock Barbasol.

SOLE DISTRIBUTORS:  
THOS. CHRISTY & CO.,  
4-12, Old Swan Lane, London, E.C.4.

## BARBASOL FOR SHAVING

NO BRUSH      NO LATHER      NO RUB IN

The Public are Calling  
for

# PETAL DUST

"Wherein the subtle savour of the Flowers  
sublimely dwells."

## THE GREAT FLORAL AIR PURIFIER

*A Trial will convince you that—*

**PETAL DUST**, when once shown, creates its own demand, and is therefore a valuable adjunct to every "go-ahead" store.

**PETAL DUST**, when displayed prominently upon your counter, will attract prudent customers by the fragrance of its unique odour, which to-day is of such universal admiration.

**Retails in packets at 4d. and 8d. each.**

Attractive Advertising matter free on request.

Obtainable through all the usual Wholesale Houses or  
from Sole Producers:—

**The Rosmarine Manufacturing Co.**  
LONDON, S.E.1.

## Tried & Proved

Rowland's Macassar Oil is no new preparation; it has been used all over the world for more than 136 years and everywhere it is held in the highest esteem. It is guaranteed to contain no injurious substance

P.A.T.A.  
3/6, 7/-  
& 10/6

Red for  
dark hair;  
golden for  
fair or  
grey hair.  
From all  
Wholesalers



## Rowland's Macassar Oil

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1  
EM4T

## HAIR

BURMAN

## CLIPPERS

For SURGICAL  
and VETERINARY  
PURPOSES.

HAIRDRESSERS' CLIPPERS

**BURMAN & Sons, Ltd., BIRMINGHAM**

The British-Made  
Hair Clipper.



Dainty Shingling  
Clippers for  
Ladies' use.



# HOUBIGANT

PARIS  
The leading Perfumer  
Established 1775



## XMAS TRADE

Send for our Supplementary List of Perfumes, &c.  
Suitable for Christmas Gifts.

BOIS DORMANT (1929 Creation)	13/6, 26/-, 48/-
AU MATIN	12/-, 23/-, 46/-, 90/-
QUELQUES FLEURS	21/-, 42/-, 82/-
LA BELLE SAISON	50/-
SUBTILITE	21/-, 42/-
LE TEMPS DES LILAS	18/-, 36/6
IDEAL	20/-, 40/-, 75/-

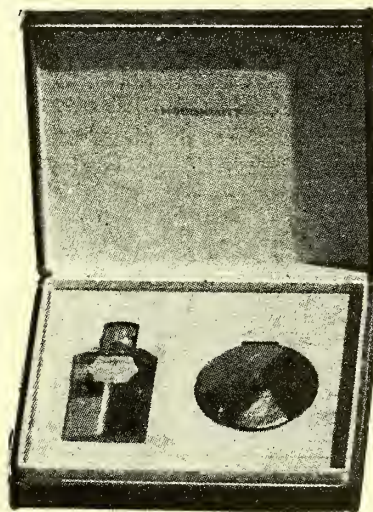
*In cut-glass flacons contained in silk-lined cases.*

Smaller sizes from 5/6.

### SPECIAL GIFT SETS

(as illustrated), in Suede—silk-lined.

	<i>Retail Prices</i>
PERFUME and COMPACT POWDER	16/-
PERFUME, COMPACT POWDER and LIPSTICK	18/-
PERFUME and VANITY CASE	18/-
PERFUME and COMPACT	8/6
All in "Quelques Fleurs" Perfume)	
"AU MATIN" GIFT SET	26/3



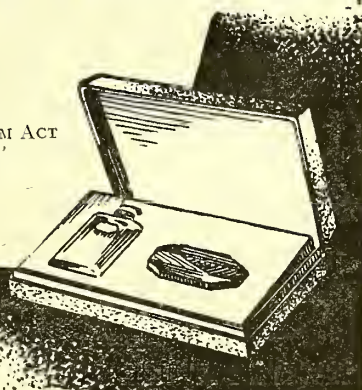
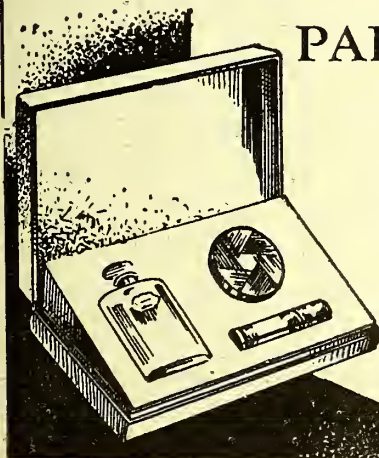
## PARFUMERIES DE PARIS, Ltd.

LONDON

:: W.3 ::

Telephone:  
CHISWICK 1525.

Telegrams:  
"PARIPARFUM ACT  
LONDON."







2

'WARDONIA'

**RECORD SELLERS!**

Record X'mas sellers and bought for men the whole year through. Advertised to millions of men through the National and Provincial Press. Enclosed in stout container ready for posting. You simply buy the contents, not a penny extra charge for the handsome leatherette case and container.

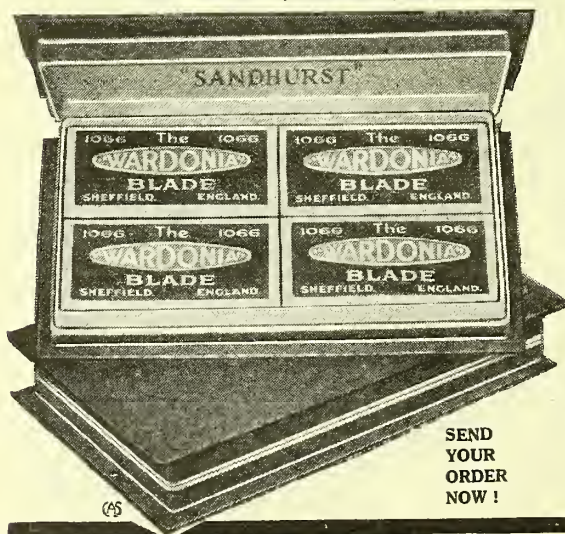
The "Windsor" Case (above) contains 2/6 Wardonia Shaving Brush and 2/6 Packet of Wardonia "New Edge" Blades.

The "Sandhurst" Case (below) contains 20 Wardonia "New Edge" Blades (4 packets of 5)

Both Retail at 5/- per Case.  
Cost 40/- per dozen (showing 50% Profit on cost).

**WARDONIA**  
**NEW EDGE**  
**BLADES**

Sole Makers: THOMAS WARD & SONS LTD.  
Wardonia Works, SHEFFIELD, England.



SEND  
YOUR  
ORDER  
NOW!

**Are you missing—  
or making—that  
50% profit on  
Myatt Blades?**  
They are being asked  
for more and more  
every day.

Ask your wholesaler for

**MYATT**

PATENT DAYMARK

**Blades**

For Gillette Type Razors only.

Supplied under Government Contract  
to the British Army.

Sole Manufacturers:

**W. J. MYATT & CO., LTD.,**  
Argent Works, BIRMINGHAM.

London Offices: 93-94 Hatton Garden, E.C.1

FIVE for 1/3  
TEN for 2/6  
Less  
**33 1/3%**  
A PROFIT of  
**50%**  
ON COST.

**HONEST "FACE" VALUE THAT  
MAKES SHAVING A PLEASURE AND  
INCREASES SALES & PROFITS !!!**

OBTAINABLE OF ALL WHOLESALE HOUSES

SHEFFIELD  
STEEL

**"AMO"**

GILLETTE  
TYPE

**SAFETY RAZOR BLADES**

**SEND FOR FREE TESTING SAMPLE  
AND ILLUSTRATED CATALOGUE**

Phone Av. 8846

**L. FRANKENBERG, 125 Houndsditch, London, E.C.3**

**THE "PIXIE" PENNY BLADE**  
IS SHEFFIELD MADE

Selling in thousands, and worth chemists' attention.

Per 8/- gross  
with  
Showcard



Per 8/- gross  
with  
Showcard

At last Sheffield has produced a Penny Blade which  
has all the cheap Imported Blades beaten Hollow.  
Packed in Handy 6d. Cartons. Reductions for Quantities.

Sample and Terms from:

**DRONFIELD TOOL CO. SHEFFIELD.**



# A Message to Pharmacists

A great deal is being made of the germ-destroying properties of various mouth washes.

The efficiency of ODOL as a mouth wash has been the subject of scientific enquiry for nearly half a century, and it has been proved that no mouth wash combines the ideal properties of a mouth wash so efficiently as ODOL. It is useless to sterilise the mouth for a brief space of time, as the next breath or the next mouthful of food introduces fresh bacteria which science has proved definitely increase their rate of growth in a mouth so sterilised.

ODOL reaches its maximum efficiency in the mouth. The antiseptic used in ODOL is **not Salol**, but an antiseptic which is the proprietary right of ODOL, and is not to be found in any other mouth wash.

In the same way that iodoform becomes efficient when in contact with a septic wound, so does ODOL become more efficient when in contact with the salivary salts, the cells of the mucous membrane, and the enzymes of the mouth. ODOL is an inhibitory and not a destroyer, as the following chart shows:—

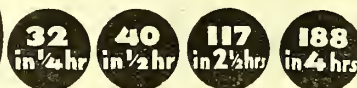
Rate of development of bacteria in  
unclean mouth. Index—100 bacteria.



BACTERIA



Rate of development of bacteria in  
mouth cleansed with Liquid Odol.  
Index—100 bacteria.



As a matter of interest:—

1 Pt drop of ODOL diluted in 2.50 c.c. of water will definitely inhibit the growth of Typhoid Bacillus under ordinary test-tube conditions.

1 Pt drop of ODOL in 0.65 c.c. of water will destroy Typhoid Bacillus in less than 1 minute.

ODOL, however, is more efficient than that, as the chart shows its **inhibitory effect for hours after use**.

No other mouth wash exceeds ODOL in this remarkable efficiency.

Read these authoritative statements and extracts from articles on ODOL.

'Guy's Hospital Gazette,' Volume 16:—

"... It appears from these experiments, ODOL antiseptic develops a remarkable power of arresting decomposition; it also hinders lactic acid fermentation and perceptibly retards yeast fermentation. In any case ODOL is the best antiseptic for the mouth with which I am acquainted."

Extract from the "Medical Times and Hospital Gazette," No. 1290, Volume 30:—

"The properties of ODOL show the substance to be particularly suitable for the antiseptic treatment of the mouth."

Extract from an article by a famous M.D.S., Dental Surgeon to a large Northern Hospital:—

"It follows that ODOL is absolutely harmless. It neither attacks the teeth, as is the case with salicylic, saccharine,

benzoic and eucalyptus mouth washes, nor does it stain the teeth. A high objective value has been assigned to ODOL on account of its completely innocuous character, and more particularly on account of its excellent effects shown in the works of D. Watson, Wroughton and James."

Extract from "The Record," No. 8446, Volume 26, by Herbert Snow, M.D., late Senior Surgeon, Cancer Hospital, London:—

"Cancer of the tongue, as well as of other parts of the mouth, very possibly arise from some defective conditions of the teeth... which might easily have been remedied, for instance, by the use of ODOL."

"... It is necessary to cleanse scientifically the teeth without the slightest possibility of chemical or mechanical damage to them. THE LIQUID ANTISEPTIC DENTIFRICE, 'ODOL,' IS JUST SUCH AN AGENT."

"To sum up the virtues of ODOL as a mouth wash and dentifrice, it is a very powerful germicide and deodorant, and the effect is lasting. Moreover, it is non-poisonous, unirritating and absolutely innocuous, neutral in reaction, and agreeable in flavour."

"No deleterious or potentially deleterious substance in the mouth cavity can possibly escape its effect."

Leading scientists in Great Britain have been conducting further experiments on ODOL for the past six months; these are not yet completed.

The foregoing is sufficiently comprehensive to place ODOL as the mouth wash that you and your family would wish to use.

# Odol

BRITISH MADE

BY BRITISH LABOUR, FINANCED BY BRITISH CAPITAL



# THE BRITISH INDUSTRIES FAIR 1930



will be held at the enlarged  
**OLYMPIA, LONDON**

and at

**CASTLE BROMWICH, BIRMINGHAM**

Every Trade Buyer  
and Merchant  
should visit the Fair

**FEBRUARY**  
**17<sup>TH</sup>-28<sup>TH</sup>**  
**1930**

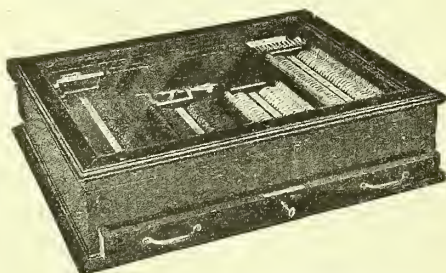
**OLYMPIA**, already the finest exhibition hall in the country, is being specially enlarged to house the vast array of British manufactures shown in the London Section of the Fair, and everything possible will be done for the comfort and convenience of the world's buyers who visit the Fair year by year in increasing numbers. Extensions and improvements have also been made at **CASTLE BROMWICH** where, as in previous years, the machinery and engineering exhibits and allied trades will be displayed.



Full particulars may be obtained from  
THE DEPARTMENT OF OVERSEAS TRADE, 35, OLD QUEEN STREET,  
LONDON, S.W.1, or  
THE SECRETARY, CHAMBER OF COMMERCE, BIRMINGHAM.

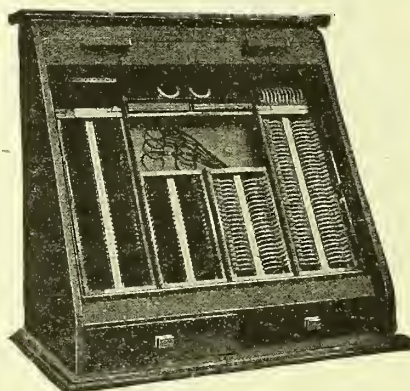
C.F.H.

## *You should now instal* **"BARBION" OPTICAL EQUIPMENT!**



"BARBION" SENIOR TRIAL CASE.

The Lenses contained in these cases are of a unique form, and you are invited to write for particulars.



"BARBION" ROLL TOP TRIAL CASE.

## **BAROUX & BION**

*Wholesale Manufacturing Opticians.*

**2 TOWER ROYAL, CANNON STREET, LONDON, E.C.4.**

Telephone: CITY 3006.

Telegrams: "BIOTICS, PHONE, LONDON."

# PATENT FOODS

SPECIAL FOODS DEVISED. ENQUIRIES INVITED.

George King & Co., Ltd., Sycamore St., London, E.C.1

Phone: Clerkenwell 3383.

Wires: "Foodokings, Barb, London."

## IN TINS OR TONS

### "ODENTIC" PLATE BRUSH

Regd. No. 417637.

From all  
Wholesalers.

Packed in 1/2-dozen Display Boxes.

Manufacturers:

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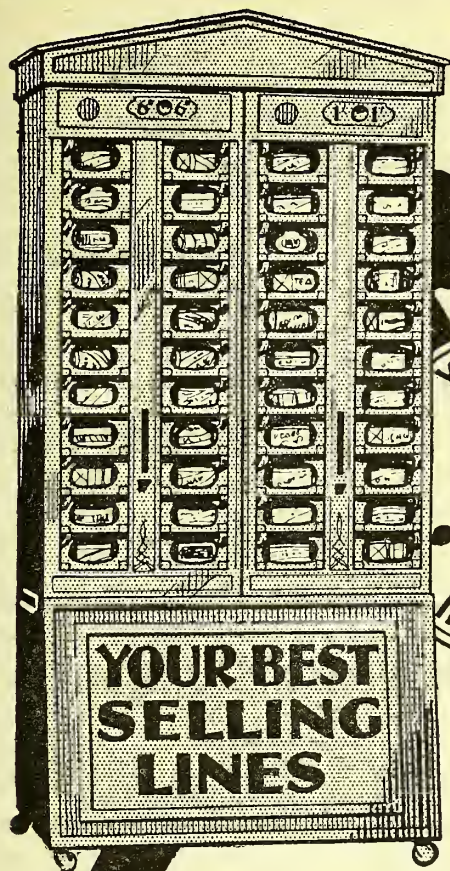
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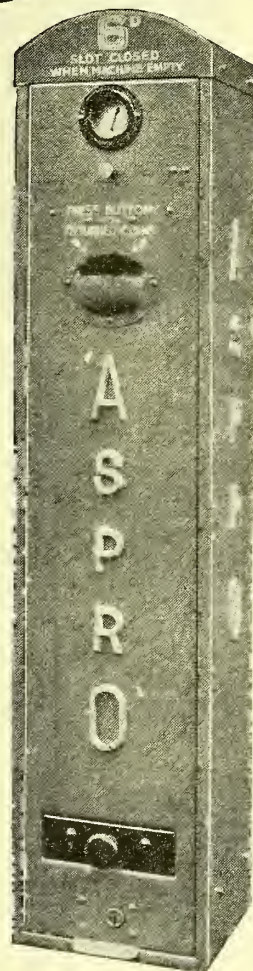
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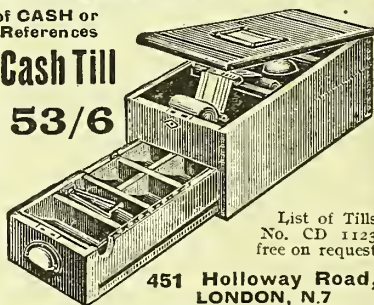


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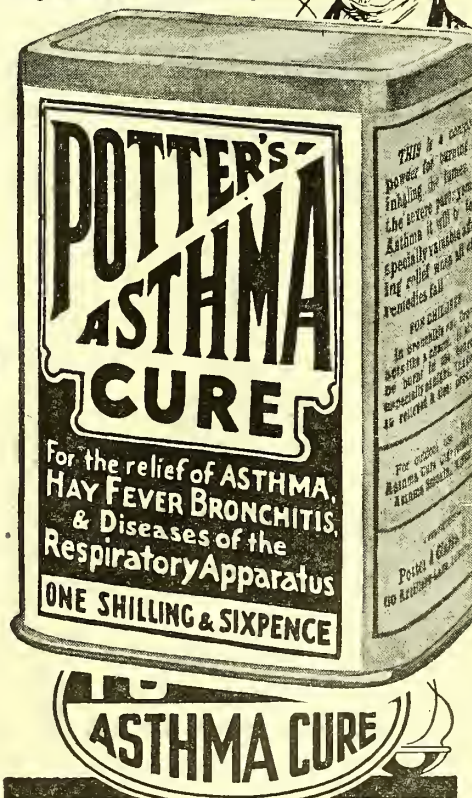
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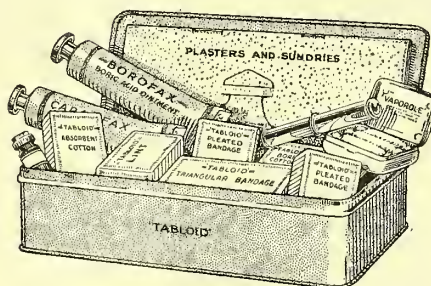
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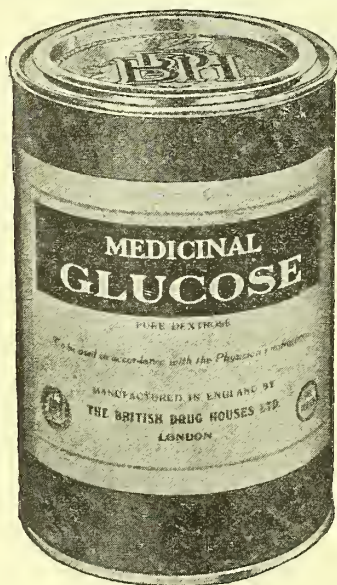
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The retail price of this new package as illustrated is 5s. 6d.

*Literature suitable for distribution to medical practitioners supplied on request*

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## Business Changes

MR. A. V. DEWDNEY, chemist and druggist, has opened a pharmacy at 7 White Hart Street, High Wycombe.

VINCETT & Co., LTD., chemists, Westcliff-on-Sea, have opened a branch at 1,219 London Road, Leigh-on-Sea.

MR. PERCY W. GUY, chemist and druggist, has opened a pharmacy at 5 The Broadway, North Circular Road, N.W.2.

MR. R. W. LEEDALE, chemist and druggist, has commenced business at Britannia Buildings, Silver Street, Doncaster.

THE Llewellyn Drug Stores is now being carried on at 160 Seaside, Eastbourne, under the sole management of Mr. W. Llewellyn, sen.

MR. R. H. SERIGINGS, chemist and druggist, has opened a pharmacy at Pensby Road (corner of Rosemead Avenue), Barnston, Cheshire.

## English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

### Inquests

On November 28, the coroner for the City of London (Dr. J. F. Waldo) held inquiries in two cases of suicide. The first was that of a man who tasted lysol, but disliking its corrosive action in the month threw it away and hanged himself with a window cord. The second case was one of coal-gas poisoning. Dr. Waldo said that research was going on in the United States on the subject of coal gas and the possibility of preventing suicide by its means. He thought that the presence of formalin in the gas would be objectionable to persons who intended to commit suicide. Formalin would not corrode gas pipes; and the added cost would be more than balanced by the saving of life. In his annual report for 1928, he had pointed out that the largest number of cases of suicide in his court were those in which life had been ended by coal gas; drowning came next in order of frequency, and it was followed closely by lysol.

At Southend-on-Sea, on November 29, an inquest on the body of Frank Perry, retired accountant, was concluded. It appeared, from the evidence by Sir Bernard Spilsbury and others, that the deceased had been under treatment from Mr. Arthur Leon Winer, who described himself as an osteopath and nature cure practitioner. The coroner, in summing up, advised the jury that from the legal standpoint there was no criminal neglect from Mr. Winer. The jury returned a verdict in accordance with the medical evidence, and asked the coroner to censure Mr. Winer for the way he had carried out the dieting.

### Birmingham

The establishment and maintenance of medicated baths will be provided for under the new powers of the local authority.

MR. W. A. S. CALDER (Chance & Hunt, Ltd.), has met with an accident at the works which will necessitate his absence from business for some time.

Many of the visitors to the recent Birmingham School of Pharmacy annual prize-giving were conducted on a tour of inspection round the new laboratories; and a small private dinner was held in the evening.

### Liverpool

A well-known Liverpool landmark, the shop occupied by the late Mr. A. W. Bromley, is being demolished.

Liverpool chemists are finding business slow with the exception of the sale of cold and influenza medicines.

MR. J. G. WALLBRIDGE, president of the Liverpool Chemists' Association, was a guest at the Lord Mayor's recent reception at the Town Hall.

MR. W. J. WILLIAMS, F.C.I.S., managing director of Francis Newbery & Sons, Ltd., has been enjoying a short holiday among his Liverpool friends.

About 160 members and friends attended the annual ball held under the auspices of the Liverpool Chemists' Association on November 27. The guests were received by the president and Mrs. Wallbridge. The Association has arranged to hold a children's Christmas party on January 15.

### Sheffield

MR. E. PRESTON, Ph.C., has been appointed a member of the Sheffield Insurance Committee.

On behalf of local chemists, Mr. E. A. Kirman presented a purse to Princess Mary on the occasion of the recent visit of her Royal Highness to Sheffield.

The local Insurance Committee, after receiving a deputation from the Pharmaceutical Committee, still adhere to January 1 as the commencing date for the National Formulary. The Panel Committee suggested this date, while the Pharmaceutical Committee thought the earliest date should be April 1, in order that the chemists might clear some of the stock used for local formulas.



## Miscellaneous

**STAFF DANCE.**—The B.D.H. Sports Association held a successful dance on November 29. It is hoped that another will be arranged early in the New Year.

**CHRISTMAS CLOSING.**—Taunton Traders' Association has decided to recommend the tradespeople of the town to keep their shops open on the Thursday afternoon before Christmas Day and to close for the holidays on December 25 and the two following days.

**THE ROYAL INSTITUTION.**—At a meeting of members of the Royal Institution on December 2, Sir James Crichton-Browne presented Mr. Henry Young, late assistant secretary, with a silver rose-bowl and cheque on his retirement after fifty years' service. Several members were elected.

**FIRE.**—Petrol vapour coming into contact with flame was the cause of an outbreak of fire, on December 3, at 167 Regent Street, London, W., the premises of Eugene Rimmel, Ltd., perfumers. The outbreak was confined to the office on the second floor, and the damage was not of an extensive nature.

**IN THE COURTS.**—At Stratford (Essex) Police Court, on November 28, Sidney Beaufoy (16), errand boy, was sent to a home for twelve months on a charge of breaking into a branch of Taylors, Ltd., and stealing a sum of money and various articles.—At Blackpool Police Court, recently, Mr. A. G. Street, chemist and druggist, Waterloo Road, was fined 20s. for a breach of the Shops Acts.

**OLD BOTTLES AND BOOKS AT AUCTION.**—The catalogue of the sale of Sotheby & Co., 34 & 35 New Bond Street, London, W.1, on December 4 included the following entry: "A set of eight drug jars in dark green-tinted glass and of plain cylindrical shape with sloping shoulders and short necks having lip spouts, each inscribed on a gilt label with the name of the drug, above mantling, 8 in.; and another, larger, 12 in." The "drug jars" were dark bottles with gilt labels and scrolls, unusual chiefly because of their short necks which, in addition to having spouts, were smooth inside and were therefore presumably closed by corks. With this lot was included a couple of prescription-books of the long and narrow type, one dating from about 1750 and the other from about 1800. The handwriting in each was fairly good, and the prescriptions were typical of the respective dates.

---

## Scottish News

### Brevities

During the past session excellent results have been attained by students of pharmacy at the Dundee Technical College.

The Watching and Lighting Committee of the Aberdeen Town Council has decided to increase the number of chemists who supply medicine to the local police from one to six.

A fine of £5 was imposed by Sheriff Dudley Stuart at Kirkcaldy Sheriff Court on November 20 on Mr. W. Hanover, chemist and druggist, 10 Laurence Park, Kinglassie, who was charged with having sold methylated spirits outside the stated hours.

---

## Sporting Events

The Ipswich Chemists' Hockey Club, 1st XI, met Woodbridge Town Wednesday Team on November 20. The chemists, who played with ten men, lost 4-1, the only goal being scored by N. Pearce. On the same day the chemists' 2nd XI were beaten by Ridley's 2nd XI by 5-1.

The B.D.H. Football Club, playing on their own ground at Highgate, on November 30, in a London Commercial League match, were beaten by the Black Eagle F.C. by 4 goals to 3. This is the first defeat the B.D.H. F.C. have sustained in the league this season. In a match played at Millwall, the B.D.H. Netball Club (girls) were beaten by the Coburn Athletic N.C. by 7 goals to 6.

## Irish News

### The Proposed Medical Benefit

The question of medical benefit in Northern Ireland was dealt with by Sir Basil Brooke, Bt., Parliamentary Secretary to the Ministry of Education, in a speech at Derrygonnelly, on November 28. Sir Basil said that the proposed Bill had caused a great deal of controversy in agricultural districts. Under the Bill an employee was entitled to pay 1d. for medical benefits, and the employer would also contribute. Before the Bill was introduced the employee had to contribute 3d. for his ordinary insurance stamp. Employees would be entitled to medical benefits on very much the same scale as the present dispensary system. Attached to the League of Nations there was what was called a Labour Committee, and Great Britain, being an industrial country, was endeavouring to get the conditions of living of labourers working in various factories in foreign countries on the same basis as in England. The Labour Committee of the League of Nations decided that a system of medical benefits should extend all over Europe, but England was unable to ratify that scheme because Northern Ireland had not a system of medical benefits. Northern Ireland was now bringing in that Bill because it was very difficult for the Northern Government to refuse, seeing the assistance it was getting from England under the derating scheme. There was another important point in connection with that Bill, and that was that if it was not adopted by the Northern Government, the whole insurance of the employees would have to be borne by the Northern Government, as the national insurance companies would cease to function in Northern Ireland. It would be seen, therefore, that if that Bill was not passed it would cost the employee twice as much for insurance, and he would not be entitled to medical benefits.—At the monthly meeting of the Central Executive Committee of the Ulster Farmers' Union, in Belfast, on the same date, the Committee reiterated its opinion that, having regard to the existence of adequate dispensary services in Northern Ireland, it did not see that the agricultural labourers were going to benefit by the establishment of the panel system.

### The Late Mr. A. T. Ferrall

The president of the Pharmaceutical Society of Ireland (Mr. F. J. Fitzpatrick) has been good enough to point out that the late Mr. A. T. Ferrall, on his appointment as registrar of the Society in 1884, succeeded Mr. Hugh J. Fennell, the original registrar. The obituary notice in our issue of November 30 was inaccurate in this detail.

### Belfast

At the monthly meeting of Belfast Corporation, on December 1, the Tuberculosis Committee reported its decision to restore the name of Mr. Samuel Hogg, Shankill Road, to the panel of dispensing chemists.

The adjourned inquest on Diana Rosbottom, who died from strychnine poisoning, was resumed at Belfast on November 28, when a verdict of "Suicide whilst in a state of unsound mind" was returned. Evidence of purchase was given by an assistant in the pharmacy of Mr. Edward Kelly, Ph.C., Falls Road. It was found that the bottle had been issued in accordance with the regulations, and the assistant was entirely exonerated from blame.

It is generally believed in the trade in the North of Ireland that the proposed amalgamation of the Ulster Retail Drug Trade Association, North Irish Pharmacists' Association and the Chemists' and Druggists' Society of Ireland will not take place for some time. A joint committee had been engaged on the scheme for eighteen months, but the announcement that the Government intended to introduce medical benefits altered the situation to such an extent that the pharmacists thought an organisation to look after their interests while this matter was going through Parliament was essential. As a consequence, all three societies are now carrying on as usual, and the N.I.P.A. is engaged in the work of negotiating with the Ministry of Labour.



## Retail Pharmacists' Union

MEETINGS of the Executives of the Retail Pharmacists' Union and Chemists' Defence Association were held at 4 and 5 Queen Square, London, W.C.1, on November 26, Mr. H. Gilleghan in the chair.

### CORRESPONDENCE

A letter was received from C. E. Fulford, Ltd., in reply to a communication from the R.P.U. Executive asking for a reconsideration of the allocation of the amount saved by Peps now sold unstamped through the chemists' exemption. Messrs. Fulford, in reply, stated that the balance of the saving effected on the unstamped article was being used for their increased advertising campaign. They also stated that the majority of the trade, both wholesale and retail, were satisfied with the change, and they now expected increased business in Peps Pastilles. The Executive, while dissatisfied, decided to take no further action.

The Executive instructed a letter to be sent to the agents for Carter's Little Liver Pills strongly protesting against the issue of 1d. packets.

### PHARMACY WEEK

The Executive considered a report upon Pharmacy Week scheme, and the desirability of arranging another scheme for next year. 4,316 members took part in the scheme, and from the reports received Pharmacy Week had undoubtedly proved a success, both from the point of view of increased business and arousing the interest of the public in the professional side of the craft; 18,521 entries had been sent in by the closing date for the motto competition. The excess of expenditure on Pharmacy Week over the income from all sources was £1,450. It was decided to proceed with the arrangements for holding Pharmacy Week again next year.

### MILK SUGAR

The attention of the Executive had been drawn to a circular which was being sent to clinics by the Whey Products, Ltd., in regard to a scheme for popularising the use of milk sugar for humanising cows' milk for infant feeding in place of proprietary infants' food. The circular stated that chemists charged from 2s. 6d. to 2s. 8d. per lb. for milk sugar, and that steps were being taken to get it sold as an ordinary household commodity by grocers. The retail price was to be 1s. 3d. per lb. (1s. per lb. to the retailer), and clinics were advised to write direct to the Whey Products, Ltd., for supplies at 1s. per lb. It was decided to communicate with Whey Products, Ltd., about the matter, pointing out the error in regard to chemists' charges and asking for a more adequate profit for the retailer.

### NATIONAL MARK MALT EXTRACT

A report was received regarding negotiations which had taken place with the Ministry of Agriculture and Fisheries in connection with their proposal to apply the national mark to pharmaceutical malt products for retail sale. It was evident that the Ministry had already agreed with the makers to proceed with the scheme, and that the R.P.U. were being consulted mainly with reference to the marketing side of the proposal. A suitable margin of profit for the retailer was obtained along with arrangements for minimum retail prices.

### C.D.A. Matters

The secretary reported that there were eleven cases outstanding, of which three had been settled as follows: (1) Claim for expenses in connection with illness caused by wrong ampoules supplied, settled by payment of £165. (2) Claim for damages to eyeglasses and wrist watch by fall on shop floor, settled by payment of £1 18s. (3) Claim for expenses in connection with injuries caused by cycling errand-boy, settled by payment of £4 4s. Nine cases had arisen since the last meeting, and in five of these settlements had been effected:—(1) Injury caused by wrong eye drops, £25. (2) Customer's camera lost by member, £6. (3) Cleaning coat damaged by leaking bottle, 12s. 6d. (4) Damage to papers by leaking oil cistern £1 1s. (5) Damage to motor-car caused by cycling errand-boy, £1 10s.

## Fairchild Scholarship and Prizes

THE new syllabus of the Fairchild scholarship and prizes, founded in 1904 by Fairchild Brothers & Foster, New York and London, has just been issued, and is obtainable at the address given at the end of this paragraph. The scholarship is open to any apprentice or assistant of either sex in Great Britain and Ireland preparing to qualify under the Pharmacy Act, 1868, the Pharmacy Act (Ireland), 1875, and the Pharmacy and Poisons Act (Northern Ireland), 1925. The next examination will be held in June 1930 in London, Manchester, Cardiff, Edinburgh, Dublin and Belfast; candidates who intend to enter will be required to give notice in writing, to the secretary, not later than June 1. The scholarship is of the value of £60 (not £50, as stated in a Pharmaceutical Society's booklet); in addition, a prize of £5 is awarded to each of the best candidates entering in England, Wales, Scotland and Ireland, provided that marks amounting to not less than 40 per cent. in each subject are obtained. Candidates must be not less than nineteen years of age on July 1, 1930, nor more than twenty-two on January 1, 1930. An allowance in respect of railway fares exceeding 5s. is made. The length of time to be served in a pharmacy before admission to the examination is granted is set forth in the syllabus. Candidates who have entered their names for the final Chemist and Druggist or Pharmaceutical Chemist examination cannot compete in the Fairchild examination, nor can holders of other scholarships obtain either the Fairchild scholarship or a prize. The subjects of the papers are (1) botany, (2) chemistry, (3) physics, (4) pharmacy and prescription-reading, (5) business knowledge and sale of poisons. Application for further particulars should be made to the Secretary to the Committee of Trustees (Mr. Herbert Skinner, Ph.C.), Albert Chambers, 65 Holborn Viaduct, London, E.C.1.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

### Tuesday, December 10

*Southport Pharmacists' Association and Branch of the Pharmaceutical Society.* Ladies' evening: dinner and dance at Royal Hotel, dancing to commence at 8 p.m., dinner at 8.45 p.m., followed by dancing until 1 a.m. Evening dress. Single ticket 12s., double ticket 22s. 6d., to be obtained from Mr. H. Orr, 52 Nevill Street, Southport.

*Pharmaceutical Society of Great Britain,* 17 Bloomsbury Square, London, W.C.1, at 8.30 p.m. Second evening meeting: lecture on "Rubber Manufacture," by S. S. Pickles, D.Sc., F.I.C.

### Wednesday, December 11

*Birmingham Pharmaceutical Association and Branch of the Pharmaceutical Society.* Meeting at 8.45 p.m. Mr. H. N. Linstead on "The Employment Problem in Pharmacy and its Bearing on Apprenticeship."

*Leicester College of Technology,* Pharmacy Department. Lecture, illustrated by lantern slides, at 7.45 p.m., on "Drugs in Everyday Life," by Mr. A. R. G. Chamings, B.Pharm., Ph.C.

*Liverpool Pharmacy Club,* 18 Colquitt Street. Whist drive, 8 p.m. Tickets, 2s. 6d. each, from Miss Dobie, "Braehed," Oxtou.

*Manchester, Salford and District Pharmacy Club,* Clydesdale House, Turner Street, at 7 p.m. Ping-pong tournament.

### Thursday, December 12

*Cambridge and District Branch of the Pharmaceutical Society.* Annual general meeting at the Lion Hotel, Cambridge, at 3 p.m. Address on "Anticipated Legislation Affecting Pharmacists," by Mr. E. H. Simmons.

*East Metropolitan Branch of the Pharmaceutical Society (Junior Section).* Dance at Woodgrange Hall, near Forest Gate Station. Tickets, 3s. 6d. (including supper), from Mr. S. S. Wheatley, 17 Inniskilling Road, Barking Road, E.13.

*Chemical Society,* Institution of Mechanical Engineers, Storey's Gate, Westminster, S.W.1, at 5.30 p.m. Second Liversidge lecture by Professor Dr. H. Freundlich: "Surface Forces and Chemical Equilibria."

In Bolton's recent shopping festival competition, in which entrants had to place in order of popularity eighteen well-known articles, the list showed Ovaltine to be first, Cephos fifth, and Roberts' Croupline seventh.



## Legal Reports

**Collapsible Tube Claim.**—In the Chancery Division of the High Court, London, on November 27, Mr. Justice Clauson heard an action by the Huntoon Co. (incorporated under the law of Rhode Island), Carpenter Street, Providence State, U.S.A., against Kolynos, Inc., Chenies Street, London, W.C. The plaintiffs asked for an injunction to restrain the defendants from breaking the terms of a licence under letters patent granted to them in August 1923. The defendants denied they had broken the terms of the licence, and alternatively said that the plaintiffs were not entitled to enforce it, as they themselves had committed a breach of their agreement. The plaintiffs claimed to be the owners of the patent rights in a collapsible tube for containing toothpaste, which has a closure cap attached to the tube by a wire loop called a spring form. The defendants had an exclusive licence for tubes intended to contain toothpaste. The plaintiffs claimed that the right to manufacture the spring form was reserved to them, and that the defendants had agreed to purchase from them the spring form to the extent of 20,000 gross per annum. They alleged that the defendants, in breach of the licence, had been purchasing elsewhere a slightly modified form of tube and cap with a modified spring form. The defendants contended that what they had done was not a breach of the terms of the licence, and that the plaintiffs had failed to carry out one clause in their contract, which failure released them (the defendants) from having to carry out the rest of it. His lordship, in his judgment, said that the plaintiffs had been requested, and had had every opportunity, to carry out their obligation to do everything possible to protect the defendants' monopoly by preventing infringements, and if plaintiffs were not prepared to carry out that part, which went to the root of the matter, they could not in fairness expect, and they were not entitled in law to expect, the defendants to carry out their part. The right of the licensee to insist on the plaintiffs' pursuing infringement was of the utmost importance, and while the plaintiffs had not done that they were not entitled to enforce their agreement against the defendants. The question of the validity of the patent was not decided, his lordship leaving it to be dealt with on a subsequent occasion if the parties should so decide. The action was dismissed, with costs.

**Insecticide Dispute.**—In the Chancery Division of the High Court, London, on November 29, before Mr. Justice Eve, Mr. Moritz, K.C., on behalf of the Rex Research Corporation, Ltd., Le Fly Tox, S.A., and Tibo Products (International), Ltd., against Mr. Eric Magarey Trott, moved to restrain the defendant from disclosing to any person, firm or company any information relating to the manufacture or sale of liquid insecticide obtained directly or indirectly from the plaintiffs, and for showing or parting with possession of any samples, books, notes or memoranda relating to the manufacture or sale of liquid insecticide containing information obtained from the plaintiffs. Mr. Shelley appeared with Mr. Moritz for the plaintiffs, and Mr. Trevor Watson represented the defendant. Mr. Moritz stated that an interim order had already been made in the matter. There was being sold in America, Europe and this country a new preparation called Fly Tox, which had insecticidal qualities. The first plaintiffs were an American company dealing with the preparation in the United States, the second plaintiffs a French company operating similarly in France, and the Tibo company sold the preparation in this country. The defendant had for some time past carried on a company in South Africa for the same purpose and had bought the goods in America. He recently visited this country either to get capital for the South African company or to arrange that he should be put in possession of the methods of manufacture so that he could manufacture himself in South Africa. He had obtained samples from the English company, and had also visited the French factory, where he was put in possession of their secrets. It was alleged that he had written a letter to the first-named plaintiffs which, said counsel, amounted to a threat that if he did not get what he wanted, namely, money, he would disclose the whole of the information

which had been put in his hands. The defence seemed to be that there was no confidential relationship between him and the plaintiffs, and, secondly, that there was no secret in their preparation. Mr. Trevor Watson read an affidavit by the defendant in which he stated that the information he was given was provided openly, readily and not in confidence. If a secret formula existed, he said, he did not ask for it, and he had never seen it. He asked for the sample from the Tibo company because he wished to ascertain whether it would pass the Customs in South Africa free of duty. There were no grounds, he said, upon which the plaintiffs were entitled to obtain an order. Mr. Watson said he fully recognised that the letter written by the defendant was an improper one, but it was written in a moment of pique. Counsel submitted that on legal grounds the plaintiffs were not entitled to any interlocutory relief. Mr. Moritz said that the defendant could not deal with the plaintiffs' insecticide except through them. The plaintiffs were willing to end the matter now if they could get a satisfactory undertaking from the defendant. Eventually it was agreed that the motion should stand over for one week, the interim injunction being continued.

**Dangerous Drugs Acts.**—At Maidenhead Police Court, on December 2, Richard William Starkie, whose address was given as Oakley Square, Camden Town, London, N.W.1, appeared in answer to summonses alleging that he supplied heroin to Geoffrey Bradford Vilmer, otherwise Melville, and to Phoebe Georgina Frances Althera Ruby Aldo-Nordi, otherwise Melville, of Mill House, Hurley. Mr. Sefton Cohen appeared for the Director of Public Prosecutions, and Mr. J. D. Casswell represented Starkie. The accused pleaded "Guilty" to a summons alleging that on July 22 he unlawfully offered to procure the drug for the persons named. He also pleaded "Guilty" to other summonses for offering to procure, procuring, aiding and abetting, but "Not Guilty" to three for aiding and abetting Mr. Percival John Westall, chemist and druggist, manager of a Maidenhead firm of chemists, to supply the heroin. Mr. Cohen said that the prescriptions were handed to Mr. Westall by a man who called himself Major Melville, but was Vilmer. In each case the prescription was signed "R. Starkie," and there were letters after the name which the chemist took to be "M.D." The chemist inquired about the identity of Starkie from "Major Melville," who handed him a card with the name of R. W. Starkie on it. The chemist also took the precaution of ringing up Starkie. On September 23 Mr. Westall spoke to his employer about the matter, and the employer wrote to Starkie enclosing a prescription and asking him to confirm the signature. A letter was received from Starkie returning the prescription with the letters "O.K." on it. It appeared that Starkie was in the habit of signing blank sheets of paper and giving them to Melville knowing that he was going to fill in the prescriptions for whatever amount he felt inclined to order. The case for the prosecution was that Mrs. Melville did not receive all the heroin mentioned in the prescriptions, but that part of it was taken by "Melville." Starkie's name was removed from the Medical Register in 1922, and the only qualification he now possessed was that of a Licentiate of Midwifery in Dublin. A letter of explanation from him included the following:—"On July 15 I saw Vilmer, who said he had been to Scotland Yard and had informed them that I would undertake the cure of both if allowed to prescribe heroin. He also informed me that he had seen a chemist, who was prepared to dispense my prescriptions if I put on them my diploma. Subsequently I was, as I understood, rung up by Scotland Yard, and I said on the telephone that I was still practising. . . . On August 1, because my suspicions were aroused. I noticed that, instead of a small quantity of heroin, the amount which had been dispensed was large. I was very annoyed, and said I would not assist them any more." The total amount of heroin obtained, said counsel, was 2,150 tablets containing 358 gr. The Bench sentenced Starkie to twelve months' hard labour, which they subsequently varied to twelve months in the second division. Notice of appeal has been given.



## New Companies and Company News

**P.C. means Private Company and R.O. Registered Office.**

**GREAT BARR PHARMACY, LTD. (P.C.).—Capital £500.** Objects: To carry on the business of chemists, druggists, drysalers, etc. The directors are: A. H. Bram, Tanhouse Lane, Great Barr, poultry specialist (director of Vitex, Ltd.), and K. N. Leonard, 99 Temple Road, Willenhall, pharmacist. R.O.: Birmingham Road, Great Barr, Staffordshire.

**GRESHAM RUBBER CO., LTD. (P.C.).—Capital £1,000.** Objects: To carry on the business of manufacturers of and dealers in anatomical orthopaedic and surgical appliances of all kinds, chemists and druggists, agents for patent medicines, etc. The directors are:—E. J. Bettson, W. V. Matthews, H. E. Saunders. R.O.: 274 Gresham House, Old Broad Street, E.C.2.

**A. G. CHAMBERLAIN (CHEMISTS), LTD. (P.C.).—Capital £2,500.** Objects: To acquire the business of a chemist and druggist now carried on by P. G. Chamberlain at 3 Market Place, Rugby, and at Dunchurch, near Rugby, as "A. G. Chamberlain & Co." The permanent directors are: P. G. Chamberlain (chairman and managing director) and S. F. Fortnam. Secretary: S. O. Fortnam.

**COLOUR SNAPSHOTS, 1928 (LTD.),** filed its petition on November 29 for winding up by the High Court of Justice. The petition will be heard on December 9.

**JOSEPH NATHAN & Co., LTD. (proprietors of "Glaxo").** The board announce that cabled preliminary information indicates that the accounts for the year to September 30 will show a net profit, subject to audit, of £62,651, against £61,216 for 1927-28. The half-yearly dividend on the Seven per Cent. Preference shares, payable January 1, has been declared, and at the annual meeting shareholders will be asked to confirm the declaration and payment of a dividend for the year on the Eight per Cent. Cumulative Preferred Ordinary shares.

**NEW POTASH COMPANY FORMED.—The Belgian Company "Produits Chimiques de Tessenderloo"** recently increased its capitalisation from 35,000,000 to 45,000,000 francs by the issue of new shares. The chief purpose of the increase is to provide funds for a new company to be formed by the Produits Chimiques de Tessenderloo and the French company, Société des Potasses d'Alsace. A plant will be erected in the Limburg region for the production of sulphate of potash and the principal derivatives. The Tessenderloo firm manufactures potassium compounds by an electrolytic process at its present plant, but is said to be unable to meet the demand, which accounts for the new enterprise. The Tessenderloo will have a 50 per cent. participation in the company, and its alliance with the French group is considered advantageous both from the point of view of providing an independent source of raw materials and giving a wider market for the finished product.

**PROPRIETORS OF NONN, LTD.—Savage Pearse & Co.,** chartered accountants, of 69 Old Broad Street, E.C.2, have circularised shareholders of the Proprietors of "Nonn" that certain clients wish to acquire a considerable holding of the company's 1s. ordinary shares. "As they require a certain minimum number," states the circular, "we would be glad to know whether you are prepared to grant an option on your holding or a large part thereof for a period of two months. If you are agreeable, will you please complete the option form by signing it over a sixpenny stamp and inserting in the schedule the prices you require for your shares and return to us?" Proprietors of "Nonn" (says the "Financial Times"), of which Viscount Molesworth is chairman, was registered in June 1928 to take over the business of manufacturers of the patent nerve medicine known as "Nonn." The authorised capital consists of £100,000 in ten per cent. cumulative participating preference shares of £1 each and £35,000 in 1s. ordinary shares, all of which are issued. The company's secretaries and registered offices are French, British and Foreign Trust, also of 69 Old Broad Street, E.C.2.

## Stock Exchange Prices

£1 Shares unless otherwise stated	Dec. 31, 1928	Oct. 31, 1929	Nov. 29, 1929
Allen & Hanburys, 7% Prefd. Ord.	21 6	21 3	21 6
Amalg. Dental Co., 8% Prefd. Ord.	21 0	19 3	19 0
" " Deferrod 5s. ..	5 9	4 0	4 0
Apollinaris and Johannis, Ord. £1 ..	13 9	10 6	10 3
Ayrton, Saunders & Co., 7½% Pref.	15 0	15 0	15 0
Boechams Pills, Deferrod 1s. shares	5 4½	3 3	3 1½
Benger's Food, Ord.	38 0	32 6	32 6
Boake (A.), Roberts & Co., 5% Pref. £10	£7	£7½	£7½
Boots Pure Drug, Ord.	138 9	132 6	125 0
Boots Pure Drug, 7% "A" Prefd. Ord.	23 7½	23 9	23 9
Boots Cash Chemists (Southern), 6% "A" Pref.	21 7½	21 9	21 9
Borax Consol., Dfd. Ord. ..	20 3	14 6	14 0
Bovril, 6% Pref. ..	22 9	20 9	20 9
" " Ord. ..	24 9	22 9	22 9
" " Dfd. ..	40 0	36 6	37 3
British Cyanides, Ord., 2s. shares ..	5 7½	2 3	2 4½
British Drug Houses, The, Ord. ..	23 0	26 3	26 0
British Oil and Cake Mills, Ord. ..	32 0	30 9	30 3
British Oxygen, Ord. ..	32 6	36 0	35 6
British Photo. Indus., 6% Cum. Pref.	15 9	14 6	14 6
Bush (W. J.) & Co., 5% Pref. £5 ..	67 6	67 6	70 0
Cadbury Bros., 6% Pref. ..	23 0	22 9	22 6
Callard, Stewart & Watt, Ord.	38 9	35 6	33 9
Crosfield (Joseph) & Sons, 6½% Pref.	21 3	20 6	19 9
Dubarry Perfumery, Ord. 1s. ..	9 6	8 9	8 9
" " 7½% Pref. ..	20 6	20 0	20 0
Eastman Kodak Com. (no noni. value)	\$187	\$200	\$179
Evans Sons Lescher & Webb, Ord.	6s. 8d. shares	3 9	4 0
" " 6% cum. part. Pref.	4 9	4 6	4 6
Field (J. C. & J.), Ord. ..	12 6	13 6	13 6
Gossage (William), 6½% Pref. ..	21 0	20 9	20 0
Grout & Co., Ord. ..	30 0	22 6	20 0
Heppells, 7% cum. part. Pref.	16 0	10 0	6 3
Hodders, Ord. 1s. ..	1 3	1 1	1 0
Ildris & Co., "A" Ord. ..	21 0	21 0	20 0
Ilford, Ltd., Ord. ..	47 6	51 3	51 3
" " 6% Pref. ..	19 6	20 0	18 9
Imperial Chemical, 7% Pref. ..	26 6	24 0	24 0
" " Ord. ..	39 0	30 9	29 9
" " Dfd. 10s. ..	14 3	11 6	10 9
Internat. Nickel Com. (no par value)	—	\$41½	\$30½
Intern. Sponge Importers % Pref.	10 0	7 0	7 0
Kent (G. B.) & Sons, 5½% Pref. ..	11 3	10 0	11 3
Knight (John), 25% Prefd. Ord.	71 3	67 6	67 6
Laporte (B.) & Co., Ltd., Ord. ..	11 6	15 0	16 3
Lever Bros., Ltd., 7% Pref. ..	22 9	22 9	22 9
" " 8% Pref. ..	23 0	23 6	22 9
" " 20% Prefd. Ord. 5s.	12 6	13 3	13 4½
Liobig's Ext. of Meat, Ord. £5 ..	£17	£15½	£15½
Mellin's Food, 6% Pref. ..	12 6	7 6	7 6
Nathan (Joseph) & Co., 7% Pref. ..	17 0	16 9	16 3
" " 8% Prefd. Ord.	8 0	7 9	7 6
National Drug and Chemical Co. of Canada, 6½% Pref. ..	6 3	4 6	4 6
New Transvaal Chemical Co., 6% Pref.	20 0	19 9	20 0
" " 8% Pref. ..	23 9	22 6	22 9
Salt Union, Ord. ..	47 6	40 0	38 9
" " Pref. ..	35 0	32 6	31 3
Sangers, Ord. 5s. ..	—	7 6	7 3
" " "Sanitas," The, Co., 9% Pref. ..	26 6	24 3	24 3
Sanitas Trust, 10% part. Pref. ..	24 0	25 0	23 6
Schweppes, Ltd., Ord. ..	32 0	30 6	30 9
" " Dfd. ..	35 9	35 0	34 0
Smith (Stephen) & Co. Ord. 5s. ..	7 9	6 3	7 0
Solidol Chem. Co., Ord. 1s. ..	2 6	0 4½	0 3
Southall Bros. & Barclay, Ord. ..	96 0	111 3	107 6
" " 5% Pref. ..	19 6	19 6	19 6
Spratt's Patent, Ord. ..	57 6	51 0	47 6
Stevenson & Howell, 6½% Cum. Pref.	20 0	20 0	20 0
Taylor Cash Chemists (Lon.) 1s. Dfd.	—	2 0	2 0
Taylor (Cash Chemists) Trust, 7½% Cum. Pref. Ord.	20 9	20 6	20 6
" " 1s. Dfd.	6 3	4 0	3 9
United Glass Bottle Man., 6% Mt.	—	—	—
Dev. Stk., £100 ..	£96	£96½	£97½
Venesta, Ltd., Ord. ..	11 9	20 3	18 6
" " 7% Pref. ..	16 3	18 9	17 6
Veno Drug Co., 8% Pref. ..	19 0	18 6	18 6
Virol, Ltd., Ord. ..	95 0	87 6	90 0
" " 7% Pref. ..	22 6	21 6	21 3
White (A. J.), Ltd., Ord. 10s. ..	11 3	12 0	12 0
White (Timothy), 7½% Prefd. Ord.	21 0	22 0	22 0
" " 1s. Dfd. Ord. ..	3 6	2 10½	2 10½
Wright Layman & Umney, 6% Pref.	20 0	20 0	20 7½



## Festivities

### Ipswich Social Event

A SOCIAL evening was held at the Masonic Hall, Ipswich, on November 27, under the auspices of the Ipswich and Suffolk Branch of the Pharmaceutical Society. The entertainment consisted of dancing, and for those who did not wish to dance a whist drive was held in another room. This arrangement proved most successful, and there were present 109 members and friends, fifty-two of whom played whist. Mr. G. W. Hales presented the prizes as follows:—*Ladies*: (1) Mrs. D. D. Coutts, (2) Mrs. Novard. Mr. D. D. Coutts and Mr. B. Bird tied for the gentlemen's prizes. There were also two spot dances.

### S. W. London Function

A SUCCESSFUL fancy dress dance was held by the South-West London Chemists' Association and Branch of the Pharmaceutical Society on November 27. A record number of over 220 attended, quite half of whom were in fancy costumes. The parade for the judging of costumes was led by two Highlanders playing the pipes. The awards were as follows:—Best-dressed lady, Mrs. F. G. Wells; best-dressed gentleman, Mr. H. G. Tibbett; most original lady, Miss M. K. Newson; most original gentleman, Mr. W. K. Fitch; special prize, Miss M. Boyes. The prizes were presented by the president (Miss A. T. Borrowman), who also during the evening proposed a cordial vote of thanks to the social secretary and M.C., Mr. J. E. Jones. Among those present were Mr. and Mrs. Peter Irvine (who brought a party), and Mr. and Mrs. W. E. Swanston (North London). The thanks of the Committee are due to wholesale friends who lent costumes and took tickets.

### Glasgow Whist Drive

A SUCCESSFUL whist drive was held under the auspices of the Glasgow Pharmacy Club on November 26. There were 160 players taking part in the game for prizes presented by T. & H. Smith, Ltd. After tea an enjoyable programme of song and story was sustained by Mr. J. W. Johnstone, baritone; Miss Blackie, soprano; and Mr. Sloan, elocutionist; while Mr. Millburn performed the duties of accompanist. Mr. James Abbott presided, and Mrs. Robert Graham presented the prizes as follows:—*Ladies*: (1) Mrs. Moss, (2) Miss Lamb; consolation prize, Mrs. Downie. *Gentlemen*: (1) Mr. J. A. Johnstone, (2) Mr. J. M. Gordon; consolation prize, Mr. J. G. Moss. The prize for lady playing as gentleman was won by Miss E. Dougall. On the call of the chairman a hearty vote of thanks was awarded to the artists, who were all members of the staff of T. & H. Smith, Ltd. The singing of the National Anthem concluded the evening's entertainment.

### Manchester Smoker

THE annual smoking concert in aid of the Benevolent Fund, organised by the local Branch of the Society, was held in the Clydesdale Club on November 20. The chairman of the Branch (Mr. E. H. Simmons) presided. There was a good attendance. The concert party included Miss Slee (accompanist and pianoforte soloist), Messrs. F. Brecknell, K. Stafford and Foster Kershaw (entertainer). These artists provided a splendid entertainment, which was thoroughly enjoyed. During an interval, after the first part of the programme had been given, the chairman before asking Mr. T. Hardy, J.P., member of the Council, to address the meeting, read out a list of the contributions to the Fund. This included a sum of £5, given by the students in the pharmaceutical department of the University. Mr. T. Hardy, in his appeal, traced the development of the Benevolent Fund since its inauguration in 1841. The amount that had been collected and subscribed up to date was £225,000, and of this sum £162,000 had been disbursed in annuities and grants. At the conclusion of the concert the chairman proposed a hearty vote of thanks to the artists. The vote was carried with enthusiasm. The sum collected for the Benevolent Fund was £30. Votes of thanks to Mr. T. Hardy and the chairman terminated the proceedings.

### Portsmouth Dinner

THE annual dinner of the Portsmouth and District Branch of the Pharmaceutical Society was held recently, Mr. W. L. Egerton presiding. Among those present were Mr. F. Gladstone Hines (representing the Council), Mr. R. P. Page (city analyst), Dr. H. H. Warren, Mr. L. Benney (principal of Portsmouth Municipal College), and Mr. G. Sawyer (secretary of Portsmouth Insurance Committee). The toast of "The Pharmaceutical Society" was proposed by Mr. R. P. Page, who referred in high terms to the valuable support to pharmacy afforded by the Municipal College. Mr. Hines, in response, spoke of the value of the Benevolent Fund and the generous support given by the Portsmouth district. The toast of "The Chairman" was proposed by Councillor W. J. Lewis, who referred to the yeoman service rendered by Mr. Egerton during the twenty-one years of local organisation of pharmacy. "The Guests" was given by Mr. F. H. Ruoff, and replied to by Dr. H. H. Warren. Mr. Baker proposed "The Past Chairman and the Entertainment Secretary," and the toast of "The Ladies" was proposed by Mr. W. L. B. Murray.

### Redhill Dinner

THE Reigate, Redhill and District Pharmacists' Association, and Branch of the Pharmaceutical Society, held their annual dinner on November 27, Mr. H. Hocken presiding. There was a large company, and among the guests were the Mayor of Reigate, Mr. H. N. Linstead (secretary of the Pharmaceutical Society), and Mrs. Linstead, Mr. A. Salisbury (chairman of the Reigate and Redhill Chamber of Commerce), and Mrs. Salisbury, Mr. Alfred Higgs (ex-chairman, P.A.T.A.), and Mrs. Higgs. The first toast offered was that of "The Pharmaceutical Society," proposed by Mr. Hocken. Mr. Linstead, in his response, congratulated Mr. Hocken on the thoughtful tone of his speech. Mr. W. G. McBryde (Croydon Branch) proposed the toast of "The Local Association and Society Branch." In response, Mr. F. R. Barlow thanked Mr. McBryde for his kind words about their branch. Possibly the one great reason for their success as a Branch was to be found in their programme of social activities. The toast of "The Visitors" was proposed by Mr. T. E. Wilmshurst. The Mayor, responding, said he appreciated the fact that the profession of pharmacy seemed to become more important as the years went on, and it was certainly true that there were few other bodies of men so responsible as themselves for the health of the community. Mr. W. M. Tims (Cobham) also responded. Musical items were interspersed with the speeches. It was announced that a prize of a British Pharmaceutical Codex had been awarded by the Pharmaceutical Society to Miss Alice Gallard, Redhill. A presentation of a cricket bat was made to Mr. Norman Fordham (Oxted), who scored a century against the Croydon chemists.

### West Kent Dinner

THE tenth annual dinner of the West Kent Pharmacists' Association was held on November 20 at Bromley, and was attended by ninety members and friends. Mr. E. G. Price (Orpington) was in the chair, supported by Mr. A. R. Melhuish (vice-president of the Pharmaceutical Society), Mr. F. Browne and Mr. J. E. French (secretary of the Kent Pharmaceutical Committee). Among the company were Mr. and Mrs. Tucker, Mr. and Mrs. P. Want, Mr. Sidney Shillcock, Miss Shillcock, Mr. and Mrs. Charles Philip, Mr. and Mrs. Alan Bone, with Mr. Bone, sen., Mr. and Mrs. C. B. Snow, Mr. Wallace Pring. The first item after the interval was the presentation by Mr. Wallace Pring on behalf of the "West Kents" of a gold-mounted fountain pen to Mr. French, in recognition of his services to members in his capacity as secretary of the Kent Pharmaceutical Committee. Mr. French, having thanked the members, proposed the toast of "The Pharmaceutical Society." Mr. Melhuish replied for the Society, suggesting that the enormous amount of work carried on at headquarters was hardly understood or appreciated by members. New and fresh duties of the Pharmaceutical Council and the housing of departments were causing some anxiety, but careful arrangements were being made for future developments. The vice-



president spoke appreciatively of Mr. Browne's work in connection with the Codex. After a musical interval Mr. Allan Bone proposed "The Chairman." Mr. Price, whose first duty was to present Mr. Snow, retiring president, with a replica of the presidential badge, then responded to the toast. Mr. F. Browne replied to "The Visitors."

#### Cardiff Association Dinner

THE twenty-fifth annual dinner of the Cardiff and District Pharmacists' Association and Branch of the Pharmaceutical Society was held on November 27, when Mr. S. B. Eason presided over a company of about 180. He was supported by Alderman C. F. Sanders, Mr. L. Moreton Parry (president of the Pharmaceutical Society), Principal Coles, Captain Williams, Messrs. F. Clarke, T. J. Badgett and C. C. Giles (Newport), Messrs. James and Clarke (Cheltenham), and many other representatives of allied interests. After an excellent dinner, the president gave the toast of "The Pharmaceutical Society of Great Britain," and stated that Wales was proud to think that a Welshman had attained the highest possible position in the profession as the result of seventeen years' strenuous work on the Council. Mr. Parry responded by saying that he was pleased to be in his own country again. The Inter-Departmental Committee's report was about to be issued, and although he did not know the result of their findings, he felt it was likely they would affect the future of pharmacy. He felt grateful for what Cardiff had done for the Benevolent Fund. Mr. A. S. Johnson proposed the toast of "The City and Trade of Cardiff," to which Alderman C. F. Sanders responded in a humorous vein. The toast of "Kindred Associations" was proposed by Mr. S. W. Hague, who spoke of the friendly feeling existing between this and other associations. He also referred briefly to the coming British Pharmaceutical Conference at Cardiff. Mr. James (Cheltenham) and Mr. C. C. Giles (Newport) suitably responded. "The Ladies and Visitors" was proposed by Mr. E. A. Ward, and replied to briefly by Captain Williams, Mr. F. Clarke and Mrs. J. Murray. Principal Coles proposed the toast of "The Cardiff and District Pharmacists' Association and Branch of the Pharmaceutical Society"; he was of the opinion that the coming generation of pharmacists was of a very satisfactory type, and would be able to hold its own. Mr. J. Murray (secretary) thanked Principal Coles.

### Belgian Pharmaceutical Congress

THE Belgian Pharmaceutical Congress will take place at Liège on August 6-9, 1930, on the occasion of the International Exhibition of Industry, Sciences and Arts. The Congress, organised by members of the Institute of Pharmacy of Liège, the Nationale Pharmaceutique and the Pharmaceutical Association of Liège Province, will debate questions bearing on pharmacy, general and pharmaceutical chemistry, pharmacognosy, analytical chemistry, biological chemistry, bacteriology, hygiene and other subjects. Matters of legislation and general professional interest will also be dealt with. It is hoped that particular attention will be given to the furtherance of colonial pharmacy in order to stimulate interest in the vegetable and other drugs originating in the Belgian Congo. The president of the organising committee will be Professor E. Haiss, Liège University, and the vice-presidents M. Brasseur, pharmacist and president of the Pharmaceutical Association of Liège Province, M. Milz, pharmacist and vice-president of the Nationale Pharmaceutique, M. Tilleur, and Professor Schoofs, Liège University. The organisation of the Congress is due to the initiative of Dr. A. Schamelhout, director of the scientific section of the Nationale Pharmaceutique. Papers to be read include the following: "Unification of Pharmaceutical Reagents," by Dr. A. Schamelhout; "Adulteration of Seeds, especially of Cacao," by M. R. Vivario; "Research on and Dosage of Carbon Disulphide," by M. F. Schoofs; "Insurance against Professional Risks," by M. Milz.

### Associations' Winter Session

**Belfast.**—A meeting of the Committee of the Chemists' and Druggists' Society of Ireland was held in Belfast on November 26, Mr. Fred Storey (president) in the chair. There was a good attendance. Apologies for absence were received from Messrs. F. T. Smith, Antrim, J. Grimes, J. P. Pomeroy and W. E. Wilson. The members present expressed great pleasure that Mr. Storey had been unanimously elected president of the Pharmaceutical Society of Northern Ireland. The president was asked to explain the position regarding amalgamation. He replied that they were in a peculiar position, as they all knew that the three societies had agreed to amalgamate. A committee representing each of the societies had met several times, had drawn up a set of rules, and had definitely settled the date of amalgamation as the end of the present year, when all the societies would have completed the year for which subscriptions had been paid. He had received a shock when he heard that the N.I.P.A. had arranged to re-organise their society and carry on. There was no doubt in his mind that all the societies were pledged to amalgamation. He attended the meeting of the N.I.P.A. and raised the question, and the chairman informed him that a new position had arisen owing to the proposed application of medical benefits to Northern Ireland, and that they had been approached by the Government to deal with it. Notwithstanding that, he still thought a Pharmaceutical Committee of the new united society could have had more weight with the Government. A discussion followed in which Messrs. Gibson, Abernethy, Taylor, Macauley, Davis, Gordon, Stevenson and McBirney took part, and it was proposed to see what action the U.R.D.T.A. was taking and get into touch with the N.I.P.A., as amalgamation should not be allowed to drop if possible. Mr. Gibson asked as to the position of chemists and druggists and registered druggists. The president said that with the Chemists' and Druggists' Society still in existence he had no doubt they would be approached by the registered druggists. As the object of the Society was to look after the interests of its members and protect the rights and privileges of the registered druggists, those of them who were pharmaceutical chemists would be placed in an awkward position. Personally he held that the registered druggists had been given every opportunity to qualify. After they had heard what the U.R.D.T.A. intended doing, they could then decide what to do. Letters were read from Mrs. Moffet, Mrs. Rankin and Mr. McQuitty, thanking the Committee for letters of sympathy.

### New Books

*General Index to Year-Book of Pharmacy, 1904-1927.* 5½ in. by 8½ in. Pp. 967. 12s. 6d., post free. Pharmaceutical Press, 17 Bloomsbury Square, London, W.C.1. [This volume has been compiled from the yearly indexes of Mr. J. O. Braithwaite by T. H. and A. M. Newman under the direction of Dr. C. H. Hampshire. The book contains 56,000 references to the Year-Book of Pharmacy and the transactions of the British Pharmaceutical Conferences.]

Whitaker, J.—*An Almanack . . . 1930.* 7½ in. by 4½ in. Pp. 928. 6s. (and pp. 608, 3s.). J. Whitaker & Sons, Ltd., 12 Warwick Lane, London, E.C.4. [This, the sixty-second annual volume of "Whitaker," embodies familiar features and some new ones, including lists of secondary schools, additions to sporting records, and a three-page history of the winter weather in England. The numerous changes in Parliament during the present year are recorded, and the enlarged index now serves for the paper-covered (3s.) edition as well as for the complete work. The volume is a mine of information on constantly recurring subjects of commercial importance.]

DRUGS AND MEDICINES to the value of £17,501 were imported into Fiji during 1928. The principal suppliers were Australia (£8,471), the United Kingdom (£6,177), and United States (£1,087).



## Settling in Business

By Fifty Odd

### V.—The Present Proprietor

IN the fourth article of this series brief reference was made to the matter of goodwill. It may be of assistance to speak of this again in considering the proprietor and his method of conducting the particular business which our prospective purchaser has in mind.

Let us try to visualise a man of sixty or thereabouts who has been from twenty-five to thirty years established in the premises he still occupies. During that time he has managed to buy the freehold and improve the property. He has added to the fitting of the interior of the pharmacy, and he has built up a solid reputation in the neighbourhood as a thoroughly competent chemist. The names of all the good families in the locality are on his books; he is on very good terms with the medical men; his dispensing business has a tone which the store in the busy street can never acquire. Now he wants to sell his business and retire on the fruits of his labours, and he puts it into the hands of an agent to dispose of. The particulars supplied by the agent to the inquirer include items representing the value of stock, fixtures, fittings and utensils, goodwill, and then the freehold premises, or else there may be an offer to grant a long lease. Any prospective purchaser will find that the total sum required to purchase this business will be considerable, and that not the smallest item in the category, by any means, will be the amount included for goodwill.

Now consider the case of an ordinary cash business in a busy neighbourhood where the premises, which include house and shop, have changed hands two or three times in the course of a leasehold tenancy of which, say, thirty odd years still remain to run. The owner dies and the widow, unwilling to carry on the business herself, is anxious to realise what she can and the business is accordingly advertised for disposal. It will be obvious to a novice in business purchase that the amount of money required to buy the second business will be considerably less than that required for the first. In a death vacancy the price asked is always less than in the case of a normal transfer, and in a cash business goodwill is only of minor importance.

The young chemist about to settle in business, and whose capital is limited, will readily appreciate that in the conditions attaching to the two businesses which have been cited as examples lies an explanation of some of the variations in purchase price which are noticeable between business returning approximately the same amount of net profit. If the purchaser wants a large profit on a minimum outlay, he should look out for the cheapest bargain which will suit his own particular requirements; and in all probability he will soon decide that the freehold premises of the retiring chemist are not for him. Generally speaking, the man who retires after thirty years in one shop has somewhat exalted ideas about the value of his business; and it will not pay the young chemist who is just settling down to buy either his fittings or the goodwill of his customers at the price the present owner puts upon them.

A consideration of the foregoing points will show that the selling price asked for a business may to a large extent be governed by the methods adopted by the present owner in the conduct of his business and the length of his occupation. These variations are often revealed quite clearly in a comparison of expenses connected with management. One owner may be too conscientious—or too nervous—to leave his shop without a qualified man in charge. His wages bill, therefore, will be much higher than that of the man who gives close personal attention but manages to get along with, perhaps, the help of a junior or an apprentice. Naturally the profits in the first case will be less in proportion to the turnover than in the second case. It may happen that in the case of two businesses, each doing about £600 a year net profit, the proportion of working expenses may vary as between the two businesses by 15 per cent., 20 per cent., or even more.

There are undoubtedly at times some peculiar businesses on the market in which only certain persons specially adapted for the job could ever be successful. For instance, one vendor may have a very exceptional per-

sonality and charm with customers; another may enjoy a wide reputation as a prescriber. One man may deny himself a holiday year after year and devote his time entirely to his business, whereas his successor may have to spend £12 to £15 each summer on a locum. Such proprietors as these give a successor a poor chance of carrying on successfully. This point is well worth remembering by the purchaser of a business. If the conditions existing at the time of the purchase are varied, then the results will probably be different. The buyer must ask himself, therefore, before the purchase is completed, whether he will be able to carry on the business just as the vendor has been conducting it.

## Westminster Wisdom

Notes on Parliamentary Matters

### COCAINE

The Home Secretary (Mr. Clynes), in reply to a question by Mr. Day, stated on November 25 that since the coming into force of the Dangerous Drugs Acts no cocaine was manufactured until 1928, when 1,047 ounces of cocaine and 3,887 ounces of the salts of cocaine were manufactured under Home Office licence.

### SCIENTIFIC GLASSWARE

A motion, made by Mr. Harris on November 27, "That an humble Address be presented to His Majesty praying that so much of the Draft Order in Council, presented to this House on the 5th day of November, 1929, as relates to the making of scientific glassware, be annulled," was, after some discussion, negatived by 132 to 32 votes.

### NEW YEAR'S EVE CLOSING OF SHOPS

The Home Secretary (Mr. Clynes) informed Mr. W. Russell on November 29 that he did not propose to use the powers conferred on him by the Act to suspend the general closing hours of shops on New Year's Eve. It will be open to the local authorities to consider, if they think fit, the question of their exercise of their powers of suspension on this occasion.

### MORPHINE AND HEROIN EXPORTS

In a written answer to a question put by Sir K. Vaughan-Morgan on November 28 the Home Secretary (Mr. Clynes) stated that the total exports of morphine, morphine salts and heroin were as follows:—

	1925	1926	1927	1928
	oz.	oz.	oz.	oz.
Morphine alkaloid ..	2,185	455	265	174
Morphine salts ..	82,110	63,433	58,138	38,812
Morphine and its salts contained in preparations ..	11,002	9,401	7,704	10,838
Heroin alkaloid ..	516	273	519	353
Heroin salts ..	7,728	6,470	10,576	5,582
Heroin and its salts contained in preparations	69	56	71	103

### PRISON PHARMACISTS' PAY

Replying to a question put by Mr. Bennett on December 2, the Home Secretary (Mr. Clynes) stated that prison pharmacists are paid on a weekly scale of 48s., rising by annual increments of 2s. to 68s., then after five years to 70s., with Civil Service bonus in addition. Expressed in terms of an annual salary this is equivalent to £125 4s. 7d., rising by annual increments of £5 4s. to £177 8s. 2d., then after five years to £182 12s. 6d. The bonus at present rates is, in annual terms, £74 10s. 2d. at the minimum and £93 9s. 9d. at the maximum, making the total pay and bonus £199 14s. 9d. at the minimum and £276 2s. 3d. at the maximum. A prison pharmacist is entitled in addition to uniform or an allowance in lieu which in annual terms is at present £7 16s. 6d., and quarters, or an allowance in lieu, which in London may be up to £52, in the provinces up to £42 per annum, according to the amount of rent actually paid.



  
**THE CHEMIST AND DRUGGIST**  
**RETAIL & DISPENSING**  
**PRICE LIST**  
 based on definite costing principles  
 ISSUED QUARTERLY EIGHTH YEAR OF PUBLICATION

THE index for drugs in November reached the lowest point since the war, having fallen by 0.8 to 133.0. In regard to surgical dressings, there has been no change in the index-figure since that for May, namely 181.6. The following alterations in prices, in conjunction with those given in the *C. & D.*, November 9, p. 554, enable chemists to revise the quarterly issue of the List up to December 1:—

Cost			Selling Price			
d.	per		16 oz. s. d.	4 oz. s. d.	1 oz. s. d.	1 dr. s. d.
252	lb.	Aqua rosæ conc. 1-40 ..	—	9 0	2 7	0 5
11	oz.	Araroba .. ..	—	—	1 8	0 3
16	oz.	Barbitonum .. B	—	—	2 4	—
20	oz.	Barbitonum, sodium B	—	—	2 11	—
108	lb.	Emp. menthol .. ..	—	4 0	1 1	—
102	oz.	Ext. hydrastis siccum C	—	—	—	2 2
36	oz.	Ext. hydrastis liquidum C	—	—	5 3	0 9
168	lb.	Ext. senegæ liquidum ..	—	—	1 8	0 3
48	lb.	Gran. paradisi pulv. ..	6 0	1 9	0 6	—
90	lb.	Ichthyocolla Brazil. incis.	11 3	3 3	0 11	—
90	lb.	Liq. morphinæ hydrochloridi .. B, F	—	3 3	0 11	—
126	lb.	Manna elect. nov. ..	—	4 7	1 4	0 2½
24	oz.	Mannite .. ..	—	—	3 6	0 6
42	dr.	Papaverin. hydrochl. ..	—	—	—	6 2
42	dr.	Papaverin. sulph. ..	—	—	—	6 2
126	lb.	Sennæ fructus Alex. (picked) .. ..	15 8	4 7	1 4	—
60	lb.	Ung. menthol 5% ..	—	2 2	0 8	—
84	lb.	Ung. methyl salicyl. co. fort. .. ..	—	3 0	0 10	—
45	lb.	Ung. methyl salicyl. co. dil. .. ..	—	1 7	—	—

## Trade Notes

COD-LIVER OIL for poultry is advertised in this issue by Southall Brothers & Barclay, Ltd., Birmingham.

BONUS OFFER.—Souplex, Ltd., Morecambe, are offering a bonus on certain orders placed during the current month.

PRICE REDUCTION.—British Organotherapy Co., Ltd., 22 Golden Square, London, W.1, announce a reduction in the price of Evatmine ampoules.

HARLENE SPECIALITIES.—Edwards' Harlene, Ltd., 20-26 Lamb's Conduit Street, London, W.C.1, in their advertisement in this issue call attention to the new terms which come into operation on January 1, 1930.

BARBASOL.—Thomas Christy & Co., 4-12 Old Swan Lane, London, E.C.4, are the sole distributors of Barbasol, a preparation for shaving without a brush, and six trial tubes will be sent on receipt of a postcard request.

DISPERT PHARMACEUTICAL PRODUCTS.—Coates & Cooper, 41 Great Tower Street, London, E.C.3, have been appointed distributing agents in Great Britain and the Irish Free State for the preparations of Krause Medico G.m.b.H., Munich.

FROZOCLONE.—The retail price of the larger size of Frozoclone in the advertisement of R. Demuth's Labora-

tories, 68 Salusbury Road and Montrose Avenue, London, N.W.6, in our issue of November 30 (p. 9) should be 3s. 6d., not, as printed.

PEROXIDE TOOTH PASTE.—Robert Blackie, Shen Works, Tower Bridge Road, London, S.E.1, is offering a peroxide tooth paste packed in tubes and cartons, which can be retailed at a popular price. A sample and the wholesale prices will be sent on application.

DARTING PRODUCTS.—Berners Proprietaries, Ltd., 33 Berners Street, Oxford Street, London, W.1, have prepared an attractive coloured showcard to draw attention to their Lanoline toilet cream and soap. The showcard will be sent to any chemist who applies for one.

MORNY FRÈRES, LTD., 6 New Burlington Street, London, W.1, have issued a brochure illustrating and describing the coffrets which they manufacture. The company undertakes to dispatch any of these within twenty-four hours of receipt of written, telephoned or telegraphed instructions.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1929, p. 333.

(From "The Trade Marks Journal," November 20, 1929.)

- "ANACIN" with conventional design incorporating head; for an analgesic medicine (3). By The Anacin Co., 30 East Kinzie Street, Chicago, Illinois, U.S.A. 500,808.
- "CANDILAX"; for all goods (3). By Thompson & Capper Wholesale, Ltd., Manesty Buildings, College Lane, Liverpool. 505,951.
- "APLADAE"; for medicinal chemicals (3). By A. B. D. Lang and R. W. B. Billingham, 17 King Street, Cheapside, London, E.C.2. 506,345.
- "ANÆSODINE"; for medicinal chemicals (3). By Cuxson, Gerrard & Co., Ltd., 26 Fountain Lane, Oldbury, Worcestershire. 507,058.
- "EXWELL"; for scientific instruments, etc. (8). By E. Cahn. Frohsinnstrasse 25, Aschaffenburg, Bavaria, Germany. 506,681.
- "OPTALITE"; for spectacles, etc. (8). By W. A. Quinn, Ltd., 37-38 Hatton Garden, London, E.C.1. 506,765.
- "HOMEGUARD" with geometrical design; for surgical dressings (11). By Vernon & Co., Ltd., Penwortham Mill Lane, Preston. 506,620. (Associated.)
- "VIBRAPHONE"; for an apparatus for deaf persons (11). By D. P. Brune, 52 Boulevard Anspach, Brussels, Belgium. 506,355.
- "TINTOGRAPH"; for photographs, etc. (39). By Thompson & Capper Wholesale, Ltd., Manesty Buildings, College Lane, Liverpool. 506,087.
- "EL CID BRAND" with mounted knight design; for tartaric acid, cream of tartar, and citric acid (42). By Burton Baker & Co., Ltd., 16 Eastcheap, London, E.C.3. 505,269. (Associated.)
- "DRIKO"; for malt preparations (42). By E. C. Spencer, "The Park," Sywell, Northampton. 506,706.
- "ROSENE"; for manicure appliances, etc. (50). By Cascelloid, Ltd., 16 Cobden Street, Leicester. 506,212.

(From "The Trade Marks Journal," November 27, 1929.)

- "OMNADIN"; for agricultural chemicals, etc. (2). By I. G. Farben-industrie A.G., Mainzer Landstrasse 28, Frankfurt-on-Main, Germany. 503,234. (Associated.)
- "MORTOYLE"; for agricultural washes, etc. (2). By Murphy & Son, Ltd., Wheathampstead House, Wheathampstead, Hertfordshire. 506,284.
- "LAVENE"; for all goods (2). By Cooper, McDougall & Robertson, Ltd., Ravens Lane, Berkhamstead, Hertfordshire. 506,337. (Associated.)
- "MISTOL"; with design incorporating man and woman using dropper; for preparations for the nose and throat (3). By Stanco Incorporated, 7 West 10th Street, Wilmington, Delaware, U.S.A. 494,087. (Associated.)
- "JOHN BULL PASTE H.J.A." with label design (H.J.A. disclaimed); for corn preparations, etc. (3). H. J. Askew, 20 Cliffe High Street, Lewes, Sussex. 503,246.
- "IPSO"; for all goods (3); and for perfumery, etc. (48). By Margit E. Nyrgren, Storgatan, 3, Södertälje, Sweden. 503,934/935. (Associated.)
- "BEXITE"; for goods (50). By the British Xylonite Co., Ltd., Hale End, London, E.4. 503,217. (Associated.)



## Marriages

**ACHESON—CRAIG.**—At Calcutta, recently, Fred W. Acheson, B.Sc., third son of Dr. S. E. Acheson, member of the Council of the Pharmaceutical Society of Northern Ireland, to Betty Craig.

**GILES—DEWAR.**—At Lumley Parish Church, co. Durham, on November 18, John William Giles, chemist and druggist, to Mary Ena Alice Dewar.

**WILLIAMS—PARFITT.**—At St. Mark's Church, Newport, Mon., recently, Henry Bevan Williams, chemist and druggist (South Wales representative, Burroughs Wellcome & Co.), to Josephine Parfitt.

### Golden Wedding

**ALTHORP—PERCY.**—At St. John's Church, Battersea, London, S.W., on November 30, 1879, Arthur Althorp, Saltaire, Shipley, to Sophia, youngest daughter of the late Mr. John Percy, Woking (See "Personalities"). Present address: "Ivydene," New Ollerton, Newark.

## Deaths

**FORBES.**—At Point Loma, California, U.S.A., on October 30, Mr. Walter Forbes, chemist and druggist. Mr. Forbes qualified in 1888.

**LATHAM.**—At Wigan, recently, Mr. William Henry Latham, chemist and druggist, aged fifty-seven.

**LIDDELL.**—In Middlesex Hospital, London, W.1, on December 4, suddenly, Mr. William Francis Liddell, for forty years head of the design department at 42 Cannon Street, E.C.4. Mr. Liddell was an artist of considerable attainments, and exhibited at the Royal Academy, the Royal Institute of Painters and Water Colours, and the Walker Art Gallery in Liverpool. In the course of his career he designed various covers for THE CHEMIST AND DRUGGIST.

**SCOTT.**—At "Reresmount," Broughty Ferry, on November 30, Agnes McKay Lindsay, beloved wife of Mr. George Chalmers Scott, 2 Aberlemno Terrace, Dundee, and only daughter of the late Mr. R. M. Lindsay, chemist, and of Mrs. Lindsay, 103 Pitkerro Road, Dundee, and late secretary to R. M. Lindsay (Dundee), Ltd., chemists, 140 Albert Street, Dundee.

## Wills

**MR. WILLIAM CLARKE**, of 4 Victoria Terrace, Stockton-on-Tees, chemist and druggist, for many years a member of the Town Council, School Board and Board of Guardians, who died on December 12, 1928, left £19,051 7s. 4d., of which £3,195 8s. is net personality. He left 153 and 154 High Street, Stockton, with the goodwill and effects of his business, to his son, Henry Jackson, 4 Victoria Terrace, and furniture to his son, William Joseph, £100 a year and the use of Audrey Cottage, Redcar, to Mary Linton, £200 to his housekeeper, Eliza Sim, if still in his service, and the residue of the property in trust for his son, William Joseph Clarke, for life, with the remainder to his granddaughter, Mary Josephine Clarke.

**MR. CLIFTON PARI TREGELLAS**, Ph.C., of 28 Laipent Avenue, Putney, S.W., for more than twenty-seven years with Burroughs Wellcome & Co., left estate of the gross value of £13,931 4s. 10d., of which £9,851 1s. 7d. is net personality. Probate of the will has been granted to his brother, Thomas Symons Treloar Tregellas, of the same address, auctioneer, and Miller Bassett Lumsden, of 150 Burbage Road, Dulwich, S.E., stockbroker. The testator left his property in trust for his brother Thomas Symons Treloar Tregellas for life, and then £500 to his nephew Thomas Symons Treloar Tregellas, and the remainder in trust for his sister-in-law Julia, wife of his said brother for life, with remainder to his said nephew Thomas Symons Treloar Tregellas absolutely.

## Personalities

**MR. PERCY ROBINSON**, chemist and druggist, Norwich, has been elected an alderman of the city.

**ALDERMAN W. ADAMS**, Ph.C., Shrewsbury, has been appointed a justice of the peace for Shropshire.

**MR. W. A. DAMON**, B.Sc., F.I.C., has been appointed Chief Inspector under the Alkali, etc., Works Regulation Act, 1906.

**COUNCILLOR J. S. SNELL**, chemist and druggist, Azcrington, has been elected chairman of the Baths and Library Committee.

**MR. W. J. HALLETT**, chemist and druggist, has been elected chairman of the Medical Benefit Subcommittee of the Bath Insurance Committee.

**MR. T. H. LEWIS**, chemist and druggist, Crwys Road, Cardiff, has been appointed to serve on the publicity committee of the British Pharmaceutical Conference.

**MR. REES VERNON LLOYD**, B.Pharm., Ph.C., who was a Fairchild prizeman in 1923, has been appointed head of the pharmacy department of Cardiff Technical College.

**DR. ROBERT ROBINSON**, F.R.S., Professor of Organic Chemistry in University College, Oxford, has been elected to the Waynflete Professorship of Chemistry of the University.

**MRS. PERCY KNOTT**, J.P., wife of Alderman Percy Knott, chemist and druggist, was the subject of the biographical sketch under "Townswomen of Note" in the "Bolton Evening News" of November 29.

**MR. F. R. SMITH**, chemist and druggist, has resigned his position as managing director of Smiths The Chemists, Ltd., London, S.W.3, and will devote all his attention to the Catford Mineral Water Co., Bromley.

**MR. EDWARD SALTHOUSE**, chemist and druggist, who for some years has been managing director of Parkes Chemists, Ltd., has resigned that position, and intends to develop several ideas in pharmacy in which he is interested.

**MR. ROBERT BENNETT**, having completed twenty-one years' service in the publications section at the head offices of Burroughs Wellcome & Co., London, E.C.1, has been presented with an oak canteen of cutlery bearing an appropriate inscription.

**MR. W. F. TURNER**, chemist and druggist, Cambridge, gave an interesting address before the local Antiquarian Society, on November 18. The lecture related to the old buildings in Cambridge, and was illustrated with lantern slides made from Mr. Turner's own photographs.

**MISS EVELYN M. QUALTROUGH**, chemist and druggist, has been appointed dispenser to the York County Hospital, and her sister, Miss GRACE M. QUALTROUGH, has been appointed to succeed the former as dispenser to the Southport Infirmary. Both ladies are daughters of the late Mr. T. S. Qualtrough, chemist and druggist, who was in business at Douglas, Isle of Man.

**MR. A. ALTHORP** and **MRS. ALTHORP**, whose golden wedding is announced on p. 684, are seventy and seventy-one years of age respectively and enjoy splendid health. Mr. Althorp qualified in 1885, and was in business at Woking for just over twenty years. After leaving there he took up locum work, and during twenty-five years visited all parts of England in this capacity. He came to Ollerton about ten years ago, but has now retired from business.

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

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W/2911. Lyseptol	M/2311. Zinc oxide and atropine ampoules (for inebrity)
M/2911. Ozocaine	
S/313. R.R. Iodised Pastilles	
A/312. Tyocerin ampoules	



## Observations and Reflections

By Xrayser III

### Spirituos Preparations

have so long been sold by chemists and druggists without question as to our right to sell them without holding any kind of licence that many of your readers may be surprised to learn what the exact position is. You have, however, made the position perfectly clear in your latest exposition of the matter (*C. & D.*, November 30, p. 656), and it is to be hoped that every chemist and druggist in the country will now regard it as a duty to grasp the facts and prepare to lend support to any action designed to maintain our rights and privileges. There is not only a tendency on the part of those who regard all consumption of alcoholic preparations as evil to interfere mischievously with part of our regular business, but traders to whom the concessions granted to us do not apply are nibbling at the retail distribution of spirituous preparations which they are not strictly entitled to handle without first obtaining the necessary licences. I would like to see this important subject brought up for discussion at meetings of every chemists' association in the country, with your illuminating article thereon as the basis of discussion and the medium of explanation.

### Dr. Dixon's Address

on the future of pharmacy (*C. & D.*, November 30, p. 650) is so timely and suggestive that one could wish there were a good deal more of it. The lecturer is among those who foresee an important future for pharmacy when linked up more closely with pharmacology and medicine, and the trend of those subjects as outlined by Dr. Dixon is brimming over with interest, while providing much food for the imagination. We are told that pharmacy is a conservative profession, which is credited with lack of initiative and policy because those who practise it have not followed and embraced the modern tendencies of therapeutics. Well, it is something to receive recognition in such a quarter that pharmacy is a profession, with prospects of development in directions that should prove both appropriate and remunerative. I feel that we are getting on when novel yet practical suggestions are advanced for appropriate professional work for us as pharmacists. We need to have a list of ideas on this subject, just as much as a list of articles which chemists and druggists may reasonably claim to be entitled to sell. The two lists taken together should in time provide a fairly definite outline of the scope of pharmacy as a profession and of the business of a chemist and druggist.

### Mr. Antcliffe

is reported as telling chemists in the Anglesey district that the title "chemist" must be preserved for all time, or until the Government is prepared to restrict the word "pharmacy" to the pharmacist (*C. & D.*, November 30, p. 659). In my opinion, however, members of the Society's Council are talking without the book when they advance suggestions to the effect that we should drop the use of the title "chemist" if the use of the word "pharmacy" by unqualified persons is stopped. As the basis of a bargain, the terms are not good enough. What it amounts to is that we should cease to employ our most valuable trading designation in exchange for the sole use of a word that carries little or no weight with the British public. The inadequacy of this as a business proposition should be patent, apart from which no allowance seems to be made for the possible attitude of the limited companies. Is no consideration given by benevolently disposed councillors, who seem so ready to sacrifice our most important business asset, to the fairly obvious fact that company chemists will also require a *quid pro quo* when, if ever, the giving away of the title "chemist" comes up for serious consideration? Incidentally, it seems a fair question to ask what steps are being taken by the Council of the Pharmaceutical Society in the direction of securing restriction of the use of the word "pharmacy"?

### The Gerrard Medal

has been struck, we are told, in memory of the late A. W. Gerrard (*C. & D.*, November 30, pp. 643 and 648), but the peculiar appropriateness of it lies in its association with the subject in our curriculum at which he was so distinguished a worker. It seems almost incredible that he should have been able to achieve so much with such restricted opportunities, but he was inspired with the pioneer spirit that enabled Faraday and other eminent scientists to overcome difficulties with the minimum of equipment—and equipment not always what would nowadays be considered adequate. It may appear odd to some of those who study the record of his work, so far as it is now disclosed, that more attention was not directed to it during Gerrard's lifetime. Immeasurably greater fuss has been made about the infinitely lesser service rendered to pharmacy by others.

### A Remark

made by Dr. Stewart MacDougall, at the recent evening meeting of the Pharmaceutical Society in Edinburgh (*C. & D.*, November 30, p. 659), concerning the "absence of high-sounding and abstruse technical phraseology" from Professor Kendall's lecture, serves to draw attention to what I think is one of the most noticeable features distinguishing the modern practice of physic from that of past times. In all ages adepts of every variety have cultivated a professional jargon wherewith to hide such knowledge as they did possess and to make a pretence of a profound learning which they did not possess. Even a few years ago we were careful to keep hidden the constituents of prescriptions by writing them in Latin, but to-day no one accepts that as a good reason for writing Latin recipes. In spite of the continued manufacture of names for newly-discovered things and of terms to express more or less clearly new notions and theories, it is fairly safe to say that the steadily rising level of education must hinder any attempts which might be made to pass off any species of professional jargon now or in the future, in the same fashion as in former times.

### In the Matter of Names,

chemistry with its ancestor alchemy, has always been noted for a puzzling nomenclature. In former times substances and operations were decked out in terms of which the surface significance was deliberately calculated to affront the inquirer. In the words of Le Febvre (Professor of Chymistry to Charles II), this was done "for fear the ignorant Vulgar should prophane Sacred Philosophy." "*Hermetical Philosophers*, which are *Chymists*, involve their doctrine under several obscure terms;" these, or some of them, he explains for the benefit of "Novices of this Art." Those mentioned by him give a clue to the mystical meanings associated with the alchemical teachings. He says that they "have called *Lili*, the matter by them used for some excellent tincture, whether Antimony, or any other: *Aqua Fortis*, the *Ostridge's Stomach*: *Armoniac Salt* sublimated, the *Spread Eagle*: The Tincture of Gold, the *Red Lion*: That of Vitriol, the *Green Lion*: The Mercury sublimated, corrosive, and Antimony are their *two Dragons*: the Butter of Antimony, the poisonous Foam of the *two Dragons*: the Tincture of Antimony, the *Dragons Blood*; and when this Tincture is coagulated, they have called it the *Wolfs Jelley*. They also name that redness, which in the distillation of Nitre appears in the Receiver, the *Blood of Salamander*. The Vine is called by them, the *Green Vegetable*; Tartar, the Excrement of the Juice of *Janus's Plant*." Such is the contrariety of human affairs that in a few years' space after the appearance of the above explication of Le Febvre (1664) a kind of extra pharmacopeia appeared, published under the imprimatur of the College of Physicians, in which symbols are employed so extensively that I fancy it would be rash for me to copy a single recipe lest I should arouse the wrath of the compositor. This book, the "*Pharmacopeia Bateana*," is an example of the obscurantism which began slowly to dissolve with the oncoming day of science inaugurated by the founding of the Royal Society.





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## Editorial Articles

### Our New Diary

It has been the custom from time immemorial at this season both to give and to receive. This week we are sending out *The Chemist and Druggist Diary, 1930*, to home subscribers, following our usual dispatch to those in the colonies and abroad. The present volume marks the sixty-second year of issue, during which time the *Diary* has maintained a position of pre-eminence in the drug trade as a source of useful information. It would be difficult, indeed, to visualise the non-issue of the *Diary*. It is, therefore, safe to say that the majority of its recipients will turn it over page by page, finding old friends and new features. As in former years, the literary section will be found to contain new subjects, bringing the work completely up to date. We welcome the opportunity of dealing with matters which are less suitable for treatment in the weekly issues of *THE CHEMIST AND DRUGGIST*. The longest treatise in the *Diary* this year is a review of formulas for the production of toilet accessories. This particular branch has become so important that a thorough understanding of the art is necessary to success. This we have endeavoured to set forth, and we are sure that careful perusal of these pages will elucidate many problems. When a practice becomes a national habit, it is easy to do business accordingly. This has happened in the case of bath preparations, which have a sale to-day undreamt of by our forefathers. We have taken the opportunity of dealing with this subject in a thorough and practical manner in the *Diary*. Of recent years, mouth hygiene and the care of the teeth has formed an important everyday function in the lives of most people, and to cater for this is well within the province of the chemist. While it is a comparatively simple matter to make a good tooth-powder, the same is not the case with tooth-paste. Indeed, it is extremely difficult to carry out the latter process without proved formulas and processes. The *Diary* contains both. The spirit of change which has permeated the toilet industry is, perhaps, most evident in preparations for the hair. Oily dressings are less in demand, although the virtues attributed to toilet paraffin still create a certain sale for this article. Waving and setting lotions of various kinds have come into use, and



the chemist who reads this section of the *Diary* will be in a position to advise on this particular subject. It is not always a simple matter to differentiate between cases for toilet art and those for dermatological treatment. We have, therefore, inserted in the toilet section a collection of formulas which will find useful application in this border-line sphere. The section should be of great use to chemists, especially as every formula and process is the outcome of practical experience. In these days of vexatious regulations it is a great advantage to be able to refer to an authority without an unnecessary amount of trouble. To understand the intricacies of the law fully is an achievement for which the average chemist has neither time nor inclination. In this respect the legal section of the *Diary* will be found to be indispensable. We have carefully pruned out all superfluous matter, and references are given where necessary in order that the problem under consideration may be followed up if required. Those who are, perhaps, in some doubt as to the operation of the Shops Act, 1928, will find a lucid explanation free from the difficulties which characterise official construction. Forensic pharmacy, on account of the alterations which are being enacted from time to time, is a constant source of worry and irritation to the busy chemist. Reference to the *Diary* in cases of doubt is the simplest and safest procedure. We are continually in receipt of a large number of inquiries for information of the working of the Medicine Stamp Acts. To help subscribers to a better understanding of these Acts we have included an annotated commentary on the principal features. The section devoted to "known, admitted, and approved" remedies still retains its usefulness, and some 100 formulas are included this year. There is no more appropriate time than the present to include a sketch of the laws and regulations affecting the manufacture, sale and distribution of alcoholic liquor. While dealing with the subject generally we have made special reference to the aspect affecting chemists and druggists. For some years we have published in the *Diary* a synopsis of the provisions as regards contribution and administration of medical benefit under the National Health Insurance Acts. This feature has been omitted this year, since we have published a National Health Insurance Card. We have given particulars, however, of the present method of remuneration for chemists and of the administration of additional benefits. Chemists are frequently asked for particulars of hospitals and times of attendance. To meet the need for such information we have included a comprehensive list of Metropolitan medical institutions. Nowadays there seems to be an increasing desire to conduct business either as a limited company, limited partnership or private company. With this in view the present *Diary* contains an explanatory article which should enable chemists to avoid the pitfalls in an undertaking of this nature. The importance of a proper understanding of the Food and Drugs (Adulteration) Act, 1928, cannot be too strongly emphasised. Reference to the article on this subject will enable our subscribers to comprehend the intricacies of the law in this respect. A compilation of drug-trade organisations is undoubtedly needed for reference. Every year we thoroughly overhaul this section. The exigencies of publication render it necessary for us to close these pages for press while elections are going on; and for the convenience of subscribers who desire the latest details under this heading we note the following changes:—

Reigate, Redhill and District Pharmacists' Association.—*Pres.*, H. Hocken. *Sec.*, H. Hocken, Skeynes, Oxford Road, Redhill.

Walthamstow Pharmaceutical Association (1919).—*Pres.*, T. T. Leighton. *Sec.*, W. E. Gaze, 10 The Avenue, Higham's Park, E.4.

One of the most useful and time-saving features of the *Diary* is the "Buyers' Guide." By this means purchasers are enabled to select the best sources for their various needs. This year we have revived an old idea. In every copy will be found particulars of a prize competition open to subscribers, their staffs and families: this feature may be expected to interest everyone. Other subjects which we have included in the 1930 issue of the *Diary* include "Workmen's Compensation," "Stamp Duties," "Reciprocity," "Sample Post," "Jury Service," "Excise Duties," "Landlord and Tenant Act," "Public Offices and Associations," "Income Tax," "Death Duties," and "Patents, Designs and Trade Marks." A very important section of the *Diary*, that of advertisements, is up to the usual standard; the coloured pages are seemingly more popular than ever. We think subscribers will agree that the *C. & D.* has supplied them with a *Diary* worthy of its predecessors.

### Weakness in Platinum

RENEWED evidence of weakness in the platinum market has been clearly revealed lately. Following the recent downward adjustment in the official price for refined metal to £13 10s. per oz., as quoted by the leading home refiners (compared with £14 15s. as current in the earlier part of this year), quotations in the open market, which were early last week about £13 5s., have since been further shaded, ranging from £13 5s. to £12 5s. Owing to the slackness of trade demand on either side of the Atlantic for some time past, and particularly since the Wall Street panic, which has undoubtedly seriously prejudiced prospects in the manufacturing trades, considerable quantities of the precious metal, which were speculatively held since the early months of the year in anticipation of an advancing market, have been pressed for sale in several directions. The United States being the country where by far the largest outlet is secured for the metal, especially for the jewellery trade, it is only natural that buyers, who had deferred purchases under the easier tendency already noted over the early autumn, were encouraged in their attitude in anticipation of a further decline. At about £13, it is reported that there has been some improvement in the demand, but whether this will prove sufficient to check the decline, it is difficult to say. There has undoubtedly been an accumulation of supplies in first hands, the marketing of which may possibly be found a somewhat more complex problem than generally supposed, unless the price is brought down further. Meanwhile, it is interesting to note that the current value of about £13 is the lowest recorded since the earlier war period. Subsequently successive sharp advances ensued carrying the price in the year 1920 to £36 10s. per oz. under an acute scarcity, when the use of platinum was practically confined to war purposes. The fact may be recalled that in the years 1911 to 1915 the metal was selling at £9 5s. per oz. In 1918 to 1922, first-hand Russian supplies had vanished from the world markets, although certain quantities were apparently smuggled out of Russia and disposed of in Riga, Reval, and through Manchuria. Within the armistice period and even up to 1927 inclusive, fluctuations in the price were particularly wide. In 1920, indeed, after touching the extreme figure above mentioned of £36 10s., the price came down suddenly by fully 50 per cent. to £18, and rose again to as high as £29 in 1923. It was in that year, following on the steps taken to rehabilitate the Russian industry, which had been badly crippled during the war, that the Russian Currency Administration sold important quantities first to a German firm and then to a French firm, together amounting to about 21,000 oz., which were subsequently resold to various European and American interests. In the years 1925 and 1926 such sales were materially increased, varying from about



65,000 oz. to 70,000 oz. per annum, but this was as much as the world markets could absorb without breaking; and offers were thus not forced beyond that extent as a matter of policy on the part of the Currency Administration. The above facts are dealt with in a very interesting book written by Mr. M. J. Larsons, a prominent expert formerly in the service of the Soviet, whose advice being disregarded, resulted in the selling policy pursued up to March 1927 being radically changed. In December 1925 the Edelmetalle-Vertriebs-Akt.-Ges. (Joint stock company for the sale of precious metals) was formed as a selling organisation in Berlin; and Russia thus made efforts to influence other contracting parties against the Anglo-American group. In March 1926 that selling organisation effected a contract with the Anglo-American group for the delivery of 78,000 oz., but at the expiration of this contract, on April 1, 1927, Moscow decided not to enter into any more monopoly agreements; and the Berlin concern then undertook to organise independently the sale of platinum in the world markets. Their action, however, resulted in a disastrous decline of about 50 per cent., which was an inexcusably heavy loss for the Soviet Government and all concerned, including refiners, dealers and consumers. A more or less explanatory and contradictory report was issued, however, by the Berlin organisation, stating that the increased Russian output had naturally resulted in falling prices; that the measures taken by certain interested parties for fixing prices could no longer be decisive, as prices were becoming subject to the cost of production. Further, that the modernisation of producing plant and the latest electrical machinery and dredges of high capacity had resulted in such a diminution of costs that sale prices could be fixed which were not merely equal to costs in other countries, but even lower. That report also stated:—

"The sales we have been aiming at have considerably increased; the selling activity for past months in the new business-year show a bright outlook. . . so that one may count upon a favourable development for the current year, in so far as unforeseen circumstances do not interfere."

The more hopeful views thus ventilated in that quarter, as already alluded to on February 16 last (*C. & D.*, pp. 201-2), when dealing with the position of platinum, have certainly not been fulfilled. Commenting on these views Mr. Larsons, the Soviet expert, remarked:—

"It nevertheless remains a fact that the other producers, too, above all, Colombia, have not disappeared from the world markets, in spite of the slump, nor have the big firms, in spite of the heavy losses they have suffered, been ruined. In fact, they continue to exist and to control the market as before. The production in Colombia has, on the contrary, increased, being estimated at about 60,000 oz. per annum, while South Africa has entered the market as a serious producer in the last two years."

The actual loss suffered by the Soviet Government, through the disastrous selling policy, in the two years ended April 1, 1929, has been placed at over £1,000,000. The sales on behalf of the Berlin company are effected by various dealers in London, Paris and New York on a commission basis, so that selling is more widely scattered, instead of being made as formerly by the Currency Administration for a large quantity every year at a high price; prices are thus constantly fluctuating. Apparently the Berlin selling concern is in reality more dependent than generally supposed upon the big foreign platinum firms, who are both controlling the market and fighting against the company, than was the Currency Administration with its monopoly contracts from 1924 to 1925. Colombia, South Africa and Canada having developed their production to a considerable extent, Russia can no longer claim 96 per cent. of the world's demand, but only the place due to her, under existing conditions in the world markets. Assuming that a suitable agree-

ment could be brought about with other producers, it is suggested that Russia could more easily and more surely maintain her place, than by price-cutting, entailing heavy sacrifices.

### An Example Worth Following

THE chairman of the Bournemouth Branch of the British Medical Association (Dr. Anthony McCall) took occasion at the recent dinner of that branch to proffer a warning against the encroachments of bureaucracy upon the individualism of the medical profession. According to the report of his speech in "The Times," Dr. McCall gave it as his opinion that there were troublous times ahead for the profession:—

"We are fast becoming a branch of the Civil Service, and if you do not loyally and enthusiastically support the British Medical Association you are not going to get a fair deal in Whitehall. Individualism does not count to-day: it is mass only that counts. If we do not combat Whitehall's intentions I think we are going to have a very bad time as a profession."

The speaker proceeded to draw a picture of the medical profession as "a huge departmental store divided up into special departments," with the general practitioner as shopwalker directing his clients to whatever department seemed suitable to each case. We have hitherto been in the habit of regarding the medical profession, in its relations with Whitehall, with a feeling almost akin to envy, seeing the success with which the doctors have held their own in the matter of National Health Insurance, poison regulations, and other matters in which both pharmacy and medicine have alike been concerned. If it is true that even medicine has cause for alarm at Whitehall encroachments, what is to be said of pharmacy? We do not disguise a feeling that the chemist and druggist is in a very much inferior position, so far as organisation is concerned, to battle against what Dr. McCall describes as "this poison-gas from Whitehall," meaning the bureaucratic craze for "efficiency." Bureaucratic "efficiency" has already done much toward making the chemist's life a continuing burden. The victim will only have himself to thank if he allows what little freedom from official bearing-reins is left to be taken away entirely.

### Queerness, Queries and an Answer

WE have neither time nor space to comment on most of the vapourings of ill-informed persons who criticise chemists in the lay Press. In "The Saturday Review" of November 16 there appeared an article signed "Quaero" and entitled "Improving Health Insurance," the purport of which was to convey the impression the Insurance dispensing as organised is ridiculously extravagant from the taxpayer's point of view. Not improbably the genesis of the article was an examination question of a familiar type in some school or college—e.g.: "Write a short composition on either (a) National Insurance dispensing, (b) the character of Queen Elizabeth, or (c) a trip to Paris." Our contributor "Xrayser III" made an apposite comment on the article from a professional point of view; and since his remarks appeared we are glad to notice that "The Saturday Review," which has always been a responsible paper, has published a letter from Mr. G. A. Mallinson, secretary of the Chemists' Defence Association, Ltd., demolishing without much difficulty "Quaero's" flimsy edifice. Which is as it should be.

## League of Nations

THE third session of the Permanent Central Opium Board (Great Britain) was held at Geneva from October 2 to October 11, with Mr. Lyall in the chair. This session was devoted in the first place to the consideration of a report on the work of the secretariat during the first few months and to the laying down of guiding principles of a general character. The Board considered and approved drafts of the statistical forms to be furnished to Governments, and considered replies from twenty-eight Governments with regard to exports and imports of opium and other drugs during the first six months of this year. It was decided to hold the next session of the Board in January 1930.



## Pharmaceutical Society of Great Britain Council Meeting

A MEETING of the Council was held at 16 Bloomsbury Square, London, W.C.1, on December 4, Mr. L. Moreton Parry (president) in the chair. There were no absentees.

### ELECTIONS AND RESTORATIONS

Two persons were elected members of the Society. A number of persons were restored to the Society and one to the Register. The registrar reported that 123 persons had been registered as apprentices or students.

### DEATHS

The PRESIDENT said it was his sad duty to report the deaths of two men who were well known in pharmacy. They were Mr. George Bult Francis, a director of The British Drug Houses, Ltd., and Mr. F. A. Hocking, B.Sc., M.B.E. Mr. Francis, he proceeded, was one of the auditors of the Society for almost twenty years. He was a Fellow of the Chemical Society and of the Royal Botanic Society, was much respected and possessed a fund of knowledge of subjects outside pharmacy. In his will he had left £500 to the Benevolent Fund. Mr. Hocking was for many years chief pharmacist at the London Hospital, and for three years had been a member of the Society's board of examiners. He was a former president, and at the time of his death honorary president of the Guild of Public Pharmacists. The Council, added Mr. Parry, were deeply indebted to Mr. Hocking for the many services he had rendered to the Society.

MR. JENKIN, who said he spoke as no ordinary acquaintance of Mr. Hocking, expressed the regret which his death had caused to members of the Guild of Public Pharmacists. During the past two or three years he had lain to his own knowledge under sentence of death, but had displayed wonderful courage.

The members present stood in silence as a tribute.

### RECIPROCITY REGISTRATION

Mr. John William Walden Agnew, 108 Croxted Road, West Dulwich, S.E.21, being registered as a pharmaceutical chemist in Northern Ireland, and having complied with the regulations, was registered as a chemist and druggist in accordance with the provisions of Section 4 (b) of the Poisons and Pharmacy Act, 1908.

### ROYAL COMMISSION ON LICENSING

It was decided at the meeting of the Council on December 3 that the Society should invite representatives of the North British Executive and the Retail Pharmacists' Union to discuss with representatives of the Council the desirability of evidence being given to the Royal Commission on Licensing concerning the sale of medicated wines and of spirituous preparations contained in medicines, and Messrs. Beardsley and Keall, with the president and vice-president, were appointed to represent the Council at this conference.

### BRITISH PHARMACEUTICAL CODEX

Messrs. Humphrey, Melhuish, Neathercoat, Parry, Peck and Skinner were appointed to be the Codex Committee of the Council in accordance with the report of the Codex Revision Committee, which suggested:—

- A Codex Committee composed of not more than six members of Council.
- An Editorial Committee comprising the above members of Council with not more than the same number of co-opted persons.
- Secretariat to be furnished by the office under the direction of the secretary.
- An editor who will be paid, but need not be a full-time worker.
- Such subcommittees as the Codex Committee may appoint.

### QUESTIONS

MR. HARDY said he noticed in the current issue of "John Bull" that it was stated definitely that the Council of the Pharmaceutical Society were making

arrangements to advance legislation which would prevent medical men, except in extraordinary circumstances, from continuing to dispense medicines. He would like to know whether any such decision had been reached.

MR. HINES asked if the Council need take any notice of what they saw in "John Bull."

THE PRESIDENT: I have no knowledge of any action taken by this Council in that direction, but it is a consummation devoutly to be wished.

MR. SIMMONS asked if the Society could exercise any control over the use of the title "Ph.C." by Northern Ireland chemists registered in this country.

THE SECRETARY pointed out that the Society had an undertaking, signed by each person, making application for registration, that he would not use any title in this country referring to his qualification.

### CORRESPONDENCE

Dr. Rusby wrote informing the Council that Mrs. Rusby and he had arrived safely in America, and expressing their great appreciation of the kindness they had received during their visit to this country.

A letter was received from Mr. J. R. Hill informing the Council that Mr. J. R. Matthews, an examiner on the Scottish board, had resigned on being appointed Professor of Botany at Reading University, and nominating Professor Wright Smith, of Edinburgh, to the vacancy. The nomination was approved.

The solicitors to the executors of the late Mr. Francis wrote stating that the latter had bequeathed 500 preference shares of £1 each, fully paid, in the British Drug Houses, Ltd., to the Society to be applied to the purposes of the Benevolent Fund.

THE PRESIDENT said they were all very pleased to learn that Mr. Francis, who was a member of the Society for so long, had remembered the needs of the Fund. (Hear, hear.)

A letter was read from the Preston Branch, enclosing two resolutions passed unanimously by its members. The first was that the Society be asked to take action to prevent the sale of disinfectants under the style of agricultural and (or) horticultural. In the second the Branch expressed the view that the time had come when the number of apprentices should be limited, and suggested a standard of one apprentice per qualified person.

The resolution as to disinfectants was referred to the Law Committee, and the one regarding apprentices to the Education Committee.

### EDUCATION COMMITTEE

The report of the Education Committee showed that several schools had been recognised for the teaching of special subjects in connection with the Preliminary Scientific examination. The report was adopted.

### BENEVOLENT FUND COMMITTEE

The report of this committee showed that nine applications had been considered, and grants made ranged from £10 to £30. The following special contributions were announced:—Liverpool Chemists' Association, £103; Manchester and District Branch, £34 5s.; Southport Pharmacists' Association, £22 8s. 6d.; Wolverhampton and District Chemists' Association, £5 6s. 6d.; Cambridge and District Association, £5 5s.; R. T. Baker, £5; Bolton and District Branch, £3 10s. 4d.; H. R. Fletcher, £3 2s. 6d.; Bradford Branch, £2 3s.; Edinburgh Chemists' Assistants' and Apprentices' Association, £2 2s.; Williams & Peters, £1 17s.; S. T. and S. A. Milbank, £1 14s.; A. Walker, £1 9s. 4d.; Wallas & Co., 17s. 8d.; Southend Association of Pharmacists, 15s.; Ealing and District Pharmacists' Association, 11s. 6d.

MR. KEALL reported that the committee had decided to recommend the payment of a Christmas bonus of £10 to the existing annuitants and £5 to those who were to be elected that day. Liverpool, whose concert he had had the privilege of attending, had raised £103. (Hear, hear.) It was a splendid effort, which had been repeated for many years. Then there was £34 5s. from the Manchester Branch. This showed that some hard work had been put in by the members, and a notable feature was that £5 had been contributed as the result of the efforts of the students of Manchester College.



Referring to the legacy left by Mr. Francis, Mr. Keall said there could not be a better way for any member to perpetuate his memory.

The report was adopted.

#### WAR AUXILIARY BENEVOLENT FUND

The committee of this fund reported that they had received three applications during the month, and recommended grants ranging from £15 to £78. The report was adopted.

#### FINANCE COMMITTEE

The financial statement showed that receipts since the last meeting, including a balance of £20 15s., amounted to £9,327 9s. 1d., comprising the following items:—Subscriptions, £40 3s. 3d.; registration fees, £306 12s.; examination fees, £302 8s.; certificates of qualification, £14 14s.; restoration fees, £2 2s.; School of Pharmacy, £69 10s.; Pharmacological Laboratories, £116 0s. 6d.; penalties, £134 12s. 3d.; "Pharmaceutical Journal," advertisements, etc., £1,183 13s. 6d.; Quarterly Journal, £12 18s. 11d.; "Pharmaceutical Pocket Book," £19 19s. 4d.; Year-Book Index, £35 8s. 8d.; Calendar, £1 9s. 8d.; examination questions, £15 4s. 1d.; Pharmaceutical Press publications, £23 10s. 2d.; Registers, £6 9s. 9d.; B.P. Codex, £51 9s. 9d.; "Forensic Pharmacy," £27 11s. 1d.; interest on investments, £487 14s. 2d.; sundries, £5 3s.; transferred from deposit account, £6,450. Payments ordered at the last meeting amounted to £9,283 4s. 2d., leaving a balance of £44 4s. 11d. The balances on the other accounts were: Benevolent Fund (current account), £47 18s. 5d.; Benevolent Fund (donation account), £40 15s. 8d.; War Auxiliary Benevolent Fund, £37 9s. 1d.; Orphan Fund, £29 5s. 5d. The report recommended that accounts amounting to £6,945 14s. be paid, and that the action of the secretary in making payments amounting to £1,133 14s. 8½d. be approved.

The report was adopted.

#### ESTABLISHMENT COMMITTEE

The report of this committee showed that they had authorised the Society's House to be closed from 1 p.m. on December 24 to 9 a.m. on December 27.

The PRESIDENT stated that Mr. Plowright, who was appointed assistant secretary of the Society twelve months ago, had given every satisfaction, and asked the Council formally to confirm his appointment. This they did on the proposition of Mr. PECK, seconded by Mr. HUMPHREY.

This was all the public business.

#### Election of Annuitants

A meeting for the election of nine annuitants of the Society took place in the Society's house on December 4. There was no contest. On the motion of the PRESIDENT, seconded by Mr. KEALL, the following were elected:—Chapman, Alice M., Chapman, Richard G., Dodridge, Selina M., Fox, Mary, Glover, Isabella, Hughes, John H., Perry, Fanny, Trubshaw, Charles, Widdowson, Sarah J.

#### Branch Meetings

**Bath.**—The annual meeting of the Bath and District Branch was held on November 20. The following officers were elected for the coming year:—*Chairman*, J. G. H. Hawes; *Vice-Chairman*, T. Rees; *Treasurer*, R. H. Moore; *Secretary*, W. H. Hallett; *Committee*, Miss Ozzard, Messrs. Aspell, Cornish, Doble, Evans, Fuller, Hallett, Higgins, Jenkin, Kingston, D. J. Williams, E. Williams and Wilson.

**Exeter.**—At a meeting of the Exeter and District Branch held on November 20, the following officers were elected for the ensuing year:—*Chairman*, J. W. Lake; *Vice-Chairman*, I. R. Phillips; *Treasurer*, W. W. Pine; *Auditor*, E. G. W. Hodge; *Secretary*, F. Southerden; *Social Secretary*, A. C. Milton; *Committee*, Messrs. W. R. B. Arnold, F. E. Battershill, G. A. Clarke, F. Dyson, M. T. Foster, A. T. Hayward, E. G. W. Hodge, W. E. Hollows, W. W. Pine, P. F. Rowsell, W. J. Shepperd and P. F. Trestrail. A sum of £10 10s. was voted to

the Benevolent Fund to supplement the contents of the Benevolent Fund box (£3 6s. 9d.). The chairman referred to losses sustained by the death of Mr. David Reid and Mr. Frank Cutmore. Mr. J. H. Smith was congratulated on his election as Mayor of Dartmouth. Mr. W. Deacon, member of the Institute of Radiology and of the Society of Radiologists, gave a lecture on *The Romance of X-rays*. He traced the developments which had taken place since the accidental discovery of the rays, and said they were beginning to realise that light rays were really a wonderful family.

**Glasgow.**—A meeting of the Glasgow and South-Western Scottish Branch of the Pharmaceutical Society was held on November 27, Mr. W. Spence Culbert in the chair. There was a large attendance of members and friends, and among apologies for absence were those of Sir Donald MacAlister, Bt., and Professors T. K. Monro, Archibald Young, and Cathcart. The chairman introduced Mr. R. R. Bennett, B.Sc., F.I.C., Ph.C., who gave an address on *Science and Disease*. The mystery surrounding the use of drugs was, Mr. Bennett said, disappearing, and with it many of the drugs themselves. There was nothing more fascinating than a study of the evolution of drugs. The value of sunlight and its influence had been discovered; vitamins had entered into national life, and the great hospitals were permeated with the scientific spirit. The improvement in public health was due to advance in hygiene, and to the therapeutic utilisation of physical means of influencing the tissues and functions of the body, as well as to the use of drugs and chemicals for the prevention and cure of disease. An interesting discussion and a number of questions followed, taken part in by Miss MacAllister, Messrs. D. W. Robb, D. G. Mackenzie, R. Moffat, J. P. Todd, and Drs. T. Stewart Barrie and Joseph Tait, to whom Mr. Bennett replied. An interesting part of the evening's proceedings was the presentation of copies of the British Pharmaceutical Codex to Mr. Andrew Wilson and Mr. G. H. MacMorran, the Kinnimont Scholars for the years 1928 and 1929 respectively. The ceremony was performed by Mr. Bennett. A cordial vote of thanks was accorded Mr. Bennett on the motion of Mr. A. B. Gilmour (vice-chairman of the Branch), seconded by Mr. J. Rutherford Hill.

**London (W.).**—A meeting of the West Metropolitan Branch of the Society was held on December 4. Mr. T. Morley Taylor in the chair. There was a good attendance, among those present being Mr. L. Moreton Parry (president of the Society), Mr. A. R. Melhuish (vice-president of the Society), Mrs. Freke, Messrs. Shirliff, Falding, Noble and P. S. Windwood (secretary). After supper had been served, the chairman called upon Mr. Parry to address the meeting. Mr. Parry interested his listeners by giving a *résumé* of the work of the Council. Arrangements were being made, he said, for the publication of a larger amount of the business transacted. Practising pharmacists should see that manufacturers take advantage of the facilities for standardisation of drugs. He had only touched on the fringe of the enormous amount of work done by the Council. The Society's premises, he added, could only be described as a heterogeneous collection of odd rooms and totally unfit to uphold the dignity of that body. The time had come for the Society, in the interests of its members, to seek headquarters more fitted to their work. They had decided to buy land for new premises. Mr. Morley Taylor said the Branch had decided to offer prizes to student-associates for the best essays each year. He thanked the president for his address. After further discussion, a vote of thanks to Mr. Parry was proposed and carried with acclamation.

**Warwickshire.**—The Warwickshire Branch met at the Town Hall, Leamington, on November 21. Mr. Beardsley, member of the Council, attended and gave an instructive address entitled *A Review of Pharmaceutical Activities*. Questions and answers as to the best methods of carrying out the many details of the D.D.A. proved of such interest that it was decided to hold another meeting of the Branch to deal especially with D.D.A. matters, and a cordial invitation was given Mr. Beardsley to be present. A hearty vote of thanks was accorded to Mr. Beardsley for his address.



## General Medical Council

THE hundred and thirtieth session of the General Medical Council opened at 44 Hallam Street, London, W.1, on November 26, Sir Donald MacAlister (president) in the chair. The first item on the agenda after the calling of the roll and the introduction of new members was

### THE PRESIDENT'S ADDRESS,

a considerable part of which was devoted to an examination of the position of the Council with reference to Indian medical degrees. In view of "perplexed and perplexing communications" received from the India Office, it had been decided to postpone a decision till the meeting of the Executive Committee of the Council next February. The president made detailed reference to changes in the *personnel* of the Council, and intimated that his tenure of the chair was drawing to a close. A brief allusion to the Pharmacopœia Committee and the Pharmaceutical Commission included the following:—

It will be found that the Commission has been diligently and fruitfully engaged in preparing for the issue of the British Pharmacopœia due in 1930, and has opened up communications with the British Dominions and with the United States which are likely to extend its usefulness.

The work done by various committees of the Council formed the subject-matter of the remainder of the address, for which the president received the customary vote of thanks.

### RESTORATIONS

The registrar reported that the names of the under-mentioned persons had been restored to the Medical Register:—

Bartlett (Mrs.), Gertrude	Goldstone, B. W.
Bonar, Thomas L.	Haynes, John F.
Challenger, Neville E.	Hughes, Sidney
Davies, Thos. H. R.	Jeaffreson, George C.
D'Monte (Mrs.), Rose C.	Law (Mrs.), May E. (S)
(Col.)	Manker, Vinayak L.
Dooley, George G. (I)	Paley, Charles E. H.
Ewens, Bernard C.	Rosewarne, David D.
Gabriel, Leonard M.	Woodyatt, John F.
Giblin, William E. (Col.)	

### DENTAL BUSINESS

After considering a report from the Dental Board, the Council directed the removal of the names of James Ireland and Mihrane Haroutune Chirinian from the Dentists Register. It was directed that the names of Laurent Eugene Deprimoz and William Laird be restored to the Register. The case of James Edgar Nelson was remitted to the Board for further inquiry.

### DISCIPLINARY CASES

The first disciplinary case taken that of Mr. Bertie Edward Acland, M.B., Ch.B., 120 Leonard Road, Birches Head, Hanley, who appeared in consequence of convictions on two occasions for being drunk while in charge of a motor-car. The case had been adjourned from November 1928. In answer to questions, Mr. Acland stated that he was now practically a teetotaler. It was announced that his name would be retained on the Register.

The hearing of the next case, that of Mr. Angus Dugald Buchanan, M.B., Ch.B., 257 West George Street, Glasgow, C.2, who had been co-defender in a divorce case, was commenced on November 26 and occupied most of the following day. The witnesses for the defence included Mr. R. W. Muir, M.P.S. Eventually it was directed that Mr. Buchanan's name be erased from the Register.

The proceedings on November 28 included two disciplinary cases, the second of which was not concluded when the Council adjourned. The first was that of Mr. Ratilal Shival Shah, M.B., B.S., a medical man with an Indian address, who was charged with advertising or consenting to the advertisement of two medicines concocted by him, namely, "Shwetnanjan" and "Muktanjan," and describing his home or dispensary as Dr. Shah's Eye Hospital or Dr. Shah's Ophthalmic

Hospital. After deliberation, the President announced that materials for the decision were insufficient, and asked representatives of both sides to appear in 1930 with further evidence.

The second case, that of Mr. John Forrest Hamilton, M.B., Ch.B., Mexborough House, Mexborough, was commenced on November 28 and concluded on the following day. Dr. Hamilton was charged with associating himself with unqualified persons and with being engaged, together with such persons, in the sale of secret remedies. The Medical Defence Union was the complainant. Mr. O. Hempson, for the Union, stated that the allegation was that Dr. Hamilton acted as secretary and managing director of a company known as Lunvitre, Ltd., which marketed a preparation for tuberculosis and lung complaints. A highly coloured representation of a Red Indian's head appeared on the note-paper of the company. Dr. Hamilton, giving evidence, said that he was approached by a patient of his who wished to put the preparation on the market and asked his help. He was not aware that his association with the company that was promoted for the purpose was so far-reaching, nor that his house had the same address as the registered offices of the company. He was not managing director to the company, which had neither manufactured nor sold anything yet. The Council, after the usual deliberation in private, ordered that the respondent's name be erased from the Register.

Mr. Frederick Howard Pratt, M.R.C.S., L.R.C.P., 331 Brownhill Road, London, S.E.6, was the respondent in a charge of immoral conduct. The Council found that the facts alleged had not been proved to their satisfaction, and dismissed the case.

Allegations of canvassing by means of agents were made against Mr. Nagib Iskander, M.B., Ch.B., 96 Primrose Lane, Hall Green, Birmingham. After certain statutory declarations had been put in, and the president had consulted with the legal assessor, it was announced that there was no evidence connecting Mr. Iskander with the charge, and the case was dismissed.

### PHARMACOPŒIA COMMITTEE

The Pharmacopœia Committee reported that the number of copies of the British Pharmacopœia, 1914, which were sold between May 24, 1929, and November 23, 1929, was 1,316. The number sold in the year ended November 23, 1929, was 2,360 copies. The total number sold since the date of publication is 58,183 copies.

The Pharmacopœia Commission reported *inter alia* that it had held fifteen meetings since the date of its last report, and that subcommittees on pharmacy, pharmacognosy and pharmaceutical chemistry had been formed. The report continued:—

Subcommittees have been formed also to deal with the special subjects of ergot and its preparations; drugs of the arseno-benzene group; standards for ampoule glass; and the preparation of sterile solutions. . . . The Commission have . . . accepted an offer made by the Pharmaceutical Society of Great Britain to provide accommodation in their Research Laboratory for a worker engaged by the Commission, and have appointed Miss E. M. Smelt as research assistant. Miss Smelt, who is a pharmaceutical chemist and a bachelor of pharmacy of the University of London, and has had considerable experience in conducting pharmaceutical investigations, commenced her duties on November 11. The Commission have initiated several investigations on substances which it is proposed to include in the Pharmacopœia. . . . The Commission have conferred with representatives of the Pharmaceutical Society on the subject of the British Pharmaceutical Codex. The Pharmaceutical Society have submitted specimen monographs showing how it is proposed to deal in the Codex with articles described in the British Pharmacopœia, and the Commission have approved them in principle. The Commission are in regular correspondence with the Chairman of the Committee of Revision of the United States Pharmacopœia. . . . Lists of suggested additions to and omissions from the Pharmacopœia have been drawn up with the help of the Clinical Subcommittee and have been widely circulated, for comment and criticism, to official bodies in the United Kingdom and through the appropriate Government departments to the proper authorities in the several divisions of the British Empire. Numerous replies have been received, and are under consideration. A conference has been held with representatives of the Ministry of Health on the subject of altera-



tions to the Pharmacopœia. The Commission are in communication with the Medical Research Council on the subject of providing standards to be used in the biological testing of digitalis, strophanthus and ergot. . . .

The Pharmacopœia Committee gave its general approval to the report of the Commission, to which it had transmitted a correspondence forwarded by the Lord President of the Council with reference to the proposed international agreement on heroic drugs. The chairman of Committee, in a reply dated August 15, suggested that the British reservation should be in the following terms:—"The Government of His Britannic Majesty declares that it reserves the right of introducing into the stipulations of the present agreement such modifications in detail as established usage in medical and pharmaceutical practice render expedient, and the progress of medical and pharmaceutical science may from time to time render necessary."

## "Dangerous" Drugs Discussion

At a well-attended meeting of the Medico-Legal Society, held on November 28, under the presidency of Lord Riddell, Mr. F. Llewellyn Jones, M.P., LL.B., read a paper on "The League of Nations and the International Control of Dangerous Drugs." Mr. Llewellyn Jones's paper was a comprehensive history of the changes in the law regarding "dangerous" drugs as well as of the progress of their international control. The work of the various Hague and Geneva Conventions in reference to opium and "dangerous" drugs in general came under review. Special stress was laid on the two aspects of the inquiries in connection with opium, its use medicinally and for inhalation. Many details came to light, particularly in reference to the increase in the use of home-cultivated opium in China since the revolution.

In the discussion which followed, Sir William Collins, Dr. Finucane and Mr. Arthur Mortimer, among others, took part. Sir William Collins, who was one of the British representatives to the various Conventions which had been called to consider the question, was able to give some particulars of the work done, and the reports presented by these conventions. It was as a result of these international inquiries that the Harrison Laws of the United States and the Dangerous Drugs Acts of the United Kingdom were passed. The first Dangerous Drugs Act was largely based on his own suggestions, and was the basis of the Acts that we have to-day.

Dr. Finucane made many helpful suggestions in a happy speech with regard to the future use of "dangerous" drugs. He came down heavily on the Acts dealing with them, suggesting that the opium alkaloids and cocaine were the mainstay of the medical practitioner for giving relief to suffering humanity, and that the difficulty and red tape which prevented their convenient use was inimical to the well-being of the people. If other peoples wanted to use "dangerous" drugs for other than medicinal use, it was their business.

Mr. Arthur Mortimer told the audience of businesses he had known where, some thirty years ago, a dozen Winchester quarts of laudanum used to be sold every month. It was time that some restrictions were made to help the drug addict. He could not speak officially for the Pharmaceutical Society, but as a life member of that body he could speak for the rank and file. They were law-abiding citizens, and welcomed any reasonable laws that were in the general interest. They had no fault to find with the Dangerous Drugs Acts as such; the quarrel they had was with the opportunity the Acts gave for those very enthusiastic and efficient young people in the Civil Service to make regulations. Mr. Mortimer described some of the difficulties and anomalies, particularly the necessity of the "dangerous" drugs being kept permanently under lock and key. Among those present were Mr. H. Wippell Gadd, Mr. H. E. Chapman (Proprietary Articles Trade Association), and representatives from the Home Office and from various organisations connected with chemistry.

## Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 42 Cannon Street, London, E.C.4."

### Report on the November Analytical Exercise

THE powder distributed to students on November 5 contained five parts by weight of lead chloride, four parts of barium nitrate, and one part of potassium bromide. The calculated composition of such a mixture is:—

Pb	...	...	...	...	37.2
Ba	...	...	...	...	21.0
K	...	...	...	...	3.3
Cl	...	...	...	...	12.8
NO <sub>3</sub>	...	...	...	...	19.0
Br	...	...	...	...	6.7

100.0

Samples of the powder were distributed to forty-six students, and twenty-five reports were submitted for examination. Failures in the detection of the several constituents were: (a) Metallic radicals: Lead, 2; barium, 2; potassium, 7. (b) Acidic radicals: Hydrochloric, 3; nitric, 3; hydrobromic, 20. Radicals erroneously reported present included silver, bismuth, antimony, iron, aluminium, nickel, calcium and magnesium, and the radicals of carbonic, sulphurous, sulphuric, chloric, and oxalic acids. None of the salts constituting the mixture contained water of crystallisation, and only a small proportion of hygroscopic moisture was present.

Most of the reports submitted were records of operations which had been carefully carried out, and were very satisfactory, except in one particular, that is, the failure to detect the bromide. When testing for acidic radicals some students concluded from the colour of the silver precipitate, others from the readiness with which this precipitate dissolved in ammonia solution, that it consisted of silver chloride only. Complete reliance could not be placed on either of these features since silver bromide is quite distinctly dissolved by even moderately dilute ammonia, while its colour is only faintly yellowish—so faintly, that it might easily be taken for white, especially in artificial light. Certainty with respect to both chloride and bromide could only be attained by applying special tests for each. It is noteworthy that of the students who reported a chloride, the majority ignored the possibility of a bromide being present and omitted to apply any test for it, while only some of those who detected the bromide tried to ascertain whether or not a chloride was also present.

Lead gave rise to the usual difficulties. Commonly, that portion which inevitably still remained in solution as chloride after Group I, was precipitated as sulphide in Group II; but owing to the solutions being too hot, or to their containing too much hydrochloric acid, numerous students did not obtain any sulphide precipitate at this stage, with the result that lead was passed on into the iron and zinc groups and there gave reactions which led to incorrect reports of metals belonging to these groups. This difficulty regarding lead, which is also met with in connection with bismuth and cadmium, is frequently pointed out in this column, yet its consequences reappear with unfailing regularity when a mixture containing lead is distributed.

A number of students who detected barium in the precipitate with ammonium carbonate omitted to test for strontium and calcium, while some who detected lead in the precipitate with hydrogen sulphide omitted to test for any other metals of the copper or arsenic groups. It cannot be too emphatically stated that the certain recognition of one constituent which could account for the production of a group precipitate, in no way warrants the omission to test for other possible constituents which might similarly account for it.

### PRIZES

The First Prize for the best analysis has been awarded to:—

CHARLES M. STONE, c/o F. G. de Faye, St. Helier, Jersey.



The Second Prize has been awarded to:—

F. W. SELLWOOD, 51 Edinburgh Street, Gorse Hill, Swindon, Wilts.

**First Prize.**—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

**Second Prize.**—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the publisher, naming the book or books they select.

#### MARKS AWARDED FOR ANALYSES

##### 1. Correspondents who have not passed in Chemistry:—

C. M. Stone (1st Prize)	84	Tut	...	...	76
F. W. Sellwood (2nd Prize)	...	Tayside	...	...	74
Kudos	82	Agricola	...	...	69
Scrophulariaceæ	81	Bob	...	...	69
Celtium	81	No. 53	...	...	69
N. J. Herbert	79	Trigo	...	...	65
	76	Jock	...	...	55

##### 2. Correspondents who have passed in Chemistry or have omitted to state that they have not passed:—

Succus scoparii	98	Kino	...	...	76
Jacko	81	Antitoxin	...	...	74
Arduus ad	80	B. V. J.	...	...	64
Rami	79	Puck	...	...	57
Bolus	78	Rumex acetosa	...	...	51
Zymin	78	The Philosopher	...	...	44

#### TO CORRESPONDENTS

**KUDOS and RAMI.**—In making the special test for a chlorate in presence of chloride and bromide, it seems likely that you failed to remove the two latter completely in the form of silver halides.

**SCROPHULARIACEÆ.**—You detected barium in the powder and thought you detected a sulphate; but you had already found that the powder was soluble in water. Ponder these facts.

**N. J. HERBERT.**—The brown precipitate you observed on adding ammonium chloride and excess of ammonia was due to lead, present in solution along with incompletely boiled out hydrogen sulphide. The supposed aluminium reaction was probably due to lead.

**TUT.**—Confirmation of chloride in presence of bromide should have been sought by means of a special test.

**TAYSIDE.**—If you had shaken up a little of the powder with chlorine water and carbon disulphide or chloroform, you would have got clear indication of the presence of the bromide. The addition of chlorine water to a sodium carbonate extract which has not been previously acidified, may fail to give the indication sought for, because the chlorine first attacks the sodium carbonate, and only decomposes the bromide or iodide after the interaction with the carbonate is complete. The potassium should have been recognised in your mode of testing for it.

**TRIGO.**—The powder only turned brown in air containing hydrogen sulphide—the lead chloride being changed into lead sulphide.

**JOCK.**—Since the powder dissolved completely in a somewhat large quantity of boiling distilled water and pretty freely in boiling dilute hydrochloric acid, your preliminary fusion with sodium carbonate complicated rather than simplified matters. You appear to have rejected, unexamined, a barium-group precipitate produced by ammonium oxalate.

**SUCCUS SCOPARI.**—An excellent report, which very nearly attained full marks. Failure to obtain complete solution of the powder in boiling water may have been due to traces of sulphates in tap water. It is quite in order for you to compete for a tournament prize.

**JACKO.**—See the general remarks concerning bromide and chloride.

**ARDUUS AD.**—Note that hydrogen sulphide should be passed finally to saturation through a quite cold and dilute solution in order to precipitate lead—also bismuth and cadmium—as completely as possible as sulphides. See also the reply to "Scrophulariaceæ."

**KINO.**—A solution of ammonium molybdate which yields a white precipitate (of molybdc acid) when boiled with

nitric acid is not a suitable reagent to test for phosphate. A properly prepared solution does not behave thus.

**ANTITOXIN.**—In the chromyl chloride test for chloride the final precipitate with lead acetate should be yellow. It consists of lead chromate.

**B. V. J.**—We do not understand what you were testing for when you added ammonium carbonate and chloride to a portion of the sodium carbonate extract acidified with hydrochloric acid. The reaction attributed to nickel was due to lead.

**PUCK.**—If you had stated clearly what the solution was to which you added calcium chloride as a test for oxalate, it might have been possible to point out how you were led to an incorrect conclusion.

**RUMEX ACETOSA.**—Study the separate reactions of lead and bismuth and learn how to distinguish and to separate these metals.

**THE PHILOSOPHER.**—Lead, which you entirely failed to separate either as chloride or as sulphide, was responsible for the error into which you were led in the iron group. You should examine the conditions under which lead can be precipitated as sulphide. See the general remarks.

## Unqualified Contractors

THERE has been some discussion as to the prescriptions which an unqualified N.H.I. contractor may or may not dispense—or, is it better to say, supply? A person (or firm) who is not fully qualified to carry on the business of a chemist and druggist cannot contract with an Insurance Committee for the dispensing of medicines for insured persons; and if he does so dispense, the Insurance Committee cannot properly credit him with any dispensing fees in respect of compounded medicines. The position is important because a qualified chemist may find himself in this position if his authorisation to supply "dangerous" drugs is, for some cause, cancelled. A reasonable interpretation is that the unqualified contractor should be allowed to supply any simple non-poisonous drug and any non-poisonous compounded preparation which can be bought ready-made from a wholesaler and handed out to the patient just as it is received by the contractor. Writing a label with directions for use and affixing it to a bottle or other package is "dispensing," and should not be permitted.

The following orders might be supplied, labelled with the name of the preparation, in different-sized packages as received from the wholesaler:—

Ung. acid. boric	... 1 oz.	Malt and oil	... 1 lb.
Glycerin. thymol co.	8 oz.	Castor oil	... 1 oz.
Tinct. iodi	... 1 oz.	Ammoniated	...
Aspirin tablets	... 25	Quinine	... 1 oz.
		Aperient pills	... 6 or 12

But if any of the foregoing are to be labelled with directions for use, this should be considered a prescription, which requires to be dispensed, and beyond the limits of the unqualified contractor's agreement. The glycerin, thymol co., and the other items, can be obtained packed and labelled with printed directions for use. The Pricing Office, when dealing with the prescriptions submitted by an unqualified contractor, should carefully examine them, and should give him credit for any which a liberal interpretation of the principle which has been stated above would allow him to supply. If this principle were universally adopted neither the qualified nor the unqualified contractor would have cause for complaint.—DISPENSATOR (3/10).

The governing body of the Northampton Polytechnic Institute, London, E.C.1, have received from the Worshipful Company of Spectacle Makers a donation of £100 towards the cost of the new buildings which are to be erected shortly.

**RAT-WEEKS DISCUSSION.**—At a meeting of the Carlisle Health Committee on November 29, the medical officer of health deprecated the holding of special rat weeks. Every week, he added, should be a rat week. Alderman T. Ridley, chemist and druggist, however, said that the demand for rat destroyers was quadrupled during the recent rat week.



## Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C.4, December 5

THERE is a steady tone about the markets generally, but the approaching end of the year is already beginning to be felt in various directions. Among crude drugs there are few price changes. A rather larger quantity than usual of the drugs publicly offered last week was disposed of subsequent to the auction, and there is more evidence of a desire to clear parcels before the year closes. Menthol is easier. Cascara sagrada to arrive is dearer on the Pacific coast; a small lot of Oregon castorum at auction sold at full prices. In spices, the position of pepper continues to be the dominating feature and the violent fluctuations are likely to continue in white Muntok description until the atmosphere is clearer. Among essential oils, Japanese dementholised and American peppermint oils are easier. Star anise is difficult to obtain for shipment from China, no c.i.f. offers being available; cassia is in fair inquiry. In the pharmaceutical chemicals group there is a steady flow of business, mostly for small parcels. Thymol has been reduced as anticipated; bromides are a trifle steadier; pure caffeine and salicin are higher. Some of the opium alkaloids and derivatives have been advanced, these including morphine (small lots), apomorphine, cotarnine, narceine and narcotine. Butyl chloral hydrate is cheaper and foreign tartaric acid to arrive has been reduced. Among industrial chemicals there is a steady flow of business, the only price changes of importance being a reduction in the convention prices of caustic potash and red lead. Oxalic acid maintains its recent improved tone. In coal-tar products, cresylic acid continues firm and active and carbolic acid contracts are being booked for next year at makers' prices. In the fixed oils group, linseed, turpentine and palm oils show a recovery. Cotton oils are slow of sale and weaker; soya is neglected and cheaper. In the metal group, mercury has been officially advanced, and the tendency of antimony is firmer. Platinum is lower.

Higher	Firmer	Easier	Lower
Apomorphine hyd. cryst.	Coconut oil	Cloves (Zan.)	Apiol
Caffeine (pure)	Linseed oil	Cotton oil	Butyl chloral hyd.
Cascara sagrada (c.i.f.)	Naphthas (solvent)	Ground nut oil	Caustic potash
Cotarnine	Turpentine	Menthol	Narceine
Mercury		Peppermint oil (Jp. dementh. and Amer.)	Pepper
Morphine ethyl hyd.		Rape oil	Platinum
Morphine and salts (snalls)		Soya oil	Red lead
Narcotine and salts			Rubber
Salicin			Tartaric acid (foreign, c.i.f.)
Shellac (futures)			Thymol

### Crude Drugs, etc.

**ANISE OIL (STAR).**—Owing to the military operations in China no c.i.f. offers are obtainable at present. There is a good Continental inquiry for drums, with nothing available on the spot: leads in cases are quoted at 3s. 10d. and tins in cases at 3s. 8d. per lb., less the usual allowances.

**ANTIMONY** has been rather firmer and terms for regulus on the spot are £31 10s. to £32 per ton ex warehouse. The c.i.f. quotation for shipment is firm at £29 10s. English regulus high-grade is £52 to £52 10s., and good brands are priced at about £49 down to £45. Chinese crude (70 per cent.) is worth about £25 10s. per ton upward. Chinese white oxide is £34 to £34 10s.

**BERGAMOT OIL** seems to follow the trend of the other Italian oils, inasmuch as sellers of the better-known brands will not give way in their quotations, and prices for the new crop are from 12s. 3d. to 15s. per lb. c.i.f.

**CADMIUM.**—The demand has been moderately active and the market is quite firm on the basis of 3s. 11d. to 4s. per lb. on the spot.

**CARDAMOMS.**—An auction of 50 cases Ceylon will be held on December 5, and one of 46 cases on December 10.

**CASCARA SAGRADA** is dearer at 57s. per cwt. c.i.f. for prompt shipment from the Pacific coast. It is reported that an export tax of five per cent. is to be imposed on all shipments from the Pacific coast on and after March 1.

**CASSIA OIL.**—There is a fair inquiry for spot, which is quoted at from 4s. 1½d. to 4s. 3d. per lb. and at 3s. 8d. per lb. c.i.f.

**CASTORUM.**—At the auction held on Wednesday the small quantity of 95 lb. Oregon was catalogued. The whole parcel was sold with keen competition at full prices. Piles 1 and 2 realised 96s. to 100s.; pile 3, 80s.; pickings, cuttings and oilbags, 36s. to 45s. per lb. As expected, the prices realised were much higher than those secured last year, and on the better grades there was an advance of fully 30s. per lb. The whole parcel was rather badly assorted, and generally on the damp side. The grading of the castorum imported previously by the Hudson's Bay Company is always considerably higher than that of the Oregon variety.

**COD-LIVER OIL** continues steady, with a slight falling off in the demand, as is usual at this period of the year. Agents quote finest non-freezing steam-refined Norwegian oil at from 106s. to 108s. per barrel c.i.f. The export of medicinal oil from Norway continues large, and up to November 16 amounts to 121,500 hectolitres, against 72,000 hectolitres for the same period last year. At the moment the market remains dull and prices are unchanged. The fact that American capital has again been invested in the Norwegian cod-liver oil industry (C. & D., November 23, p. 634) has created a considerable amount of interest in Norway.

**CLOVES** are dull and easier, with sales of Zanzibar on the spot at 1s. per lb. To arrive, October-December is quoted at 9½d. per lb. c.i.f. and January-March shipment at 9d. c.i.f.

The landings of Zanzibar in London during the week ending November 30 were 675 and the deliveries 467, leaving a stock of 718, against 2,737 in 1928 and 9,732 bales in 1927. The landings of Zanzibar to date have been 7,628, against 14,211 in 1928, and the deliveries to date have been 9,287, against 19,155 in 1928. The landings of Madagascar to date have been 848, against 1,281 in 1928, and the deliveries to date 3,379, against 1,399 in 1928.

The exports of cloves from Zanzibar during the first eight months of the current year amounted to 50,699 cwt., against 122,300 cwt. for the corresponding period of 1928.

**CORN PRODUCTS, ETC.**—Guaranteed water-white English and American glucose (corn syrup) is unchanged at 22s. per cwt. ex store, London. Dutch maize starch powder (cornflour) is 15s. 6d. per cwt. on the spot; American up to the end of the year is 16s. 3d. per cwt. ex store, London. Pearl starch is 15s. 9d. per cwt. ex store, London. Dutch maize starch crystals is 21s. on the spot, and American up to the end of the year is 16s. per cwt. ex store, London. Dutch dextrin is quoted at 22s. to 26s. per cwt. on the spot as to quality. American canary is 19s. 4½d., and white 19s. 1½d. ex store, London. Dutch farina is 13s. per cwt. on the spot, for prompt shipment 10s. 6d. per cwt. f.o.b. is wanted for new crop.

**CROTON OIL** is quoted at about 8s. 6d. per lb.

**ERGOT** is, if anything, tending firmer on unfavourable reports from Russia. Spot supplies of fair sound Russian are quoted at from 1s. to 1s. 1d. per lb.; Spanish is 2s. 3d. spot (2s. 2d. c.i.f.), and Portuguese 2s. 1d. per lb.

**GALLS.**—Chinese ordinary shape are quoted for December January shipment at 57s. 6d. per cwt. c.i.f.

**GINGER.**—Sellers of West African quote 70s. per cwt. on the spot, and for forward shipment 55s. c.i.f. is quoted. Jamaica ranges in value from 75s. to 120s., according to quality.

**HONEY.**—Although there was no demand in auction last week, a few sales of odds and ends were disposed of privately. Good smooth set Jamaica has been sold at 55s. per cwt.; amber set and setting is 44s. to 46s., and manufacturing 43s. San Domingo is 44s. for palish golden and 41s. to 42s. for manufacturing grades. Siberian varies from 37s. 6d. up to 50s. as to quality.

**INSECT FLOWERS.**—Dalmatian closed offer at 145s. per cwt. on the spot.

**IRECACUANHA** keeps steady at from 16s. to 16s. 3d. per lb. for Matto Grosso and 15s. for Minas.

**LEMON OIL** is very slow of sale and buyers anticipate lower prices in a few weeks. New crop prices still show a wide range, and probably mean a variation in quality also; quotations range for the hand-pressed at from 9s. 6d. to 10s. 9d. c.i.f., and the machine-made at from 8s. 6d. to 9s. 9d. per lb. c.i.f.

**MENTHOL.**—The rise which took place on Thursday last week was caused by Japan buying back on this market, and having bought a certain quantity they offered lower prices for further lots and the market eased. The spot prices, Kobayashi-Suzuki closed at 16s. to 16s. 6d. per lb., and to arrive, January-March shipment is quoted at 15s. 3d. to 15s. 6d. per lb. c.i.f.



**MERCURY.**—There has been again a good steady demand for delivery on the spot and also for arrival, and the tendency of the market has been upward. The selling agents of the Combine enforced higher terms from December 1. These are now on the basis of £22 7s. 6d. net for one to ten bottles and £22 5s. for eleven bottles upwards, delivered ex wharf. C.i.f. net terms for shipment for 25 bottles upwards are £21 17s. 6d. against cash with order, or £22 0s. 6d. against payment on arrival of steamer. The f.o.b. price is £21 15s. per bottle. Consignments of controlled mercury are becoming more regular, while available stocks are being disposed of quickly. Terms in the open market, as quoted by outsiders or merchants, less the usual discount, range from £23 to £23 5s. per bottle. The shipments from Italy during the first half of this year were reported at only 3,090 bottles, against 23,400 bottles for January-June 1928. There has doubtless been since a good increase in the shipments.

**ORANGE OIL.**—The same conditions apply to c.i.f. prices of sweet orange as to lemon oil, the variation being very wide, and 10s. to 14s. per lb. c.i.f., according to brand, is quoted for new crop. West Indian is 11s. per lb. on the spot and 9s. 6d. c.i.f. to arrive.

**ORRIS.**—Several spot sales have been made from 120s. to 125s. per cwt. for fair Florentine sorts, and to arrive 110s. c.i.f. is quoted for this description.

**PEPPER** has been dull and lower. Singapore is 1s. 1½d. spot; October-December shipment has been sold at 1s. 0½d.; January-March at 1s. 0½d. c.i.f. Lampong is 1s. 1½d. spot. Sales for shipment include October-December at 1s. 0½d. to 1s. 0½d. to 1s. 0½d., and January-March at 1s. 0½d. to 1s. 0½d. to 1s. 0½d. Tellicherry is 1s. 2½d. spot and January-March shipment is 120s. c.i.f. Alleppy is 1s. 2½d. spot and January-March shipment 118s. c.i.f. White Muntok is 1d. lower at 1s. 9d. spot; to arrive, the sales include August-October shipment at 1s. 6½d. to 1s. 5½d., October-December at 1s. 6½d. to 1s. 5d. to 1s. 5½d., and January-March at 1s. 6d. to 1s. 7½d. to 1s. 6½d. c.i.f.

**PEPPERMINT OIL.**—Japanese dementholised is easier on the spot at from 5s. 3d. to 5s. 6d. per lb. for Kobayashi-Suzuki, and to arrive from 4s. 10½d. to 5s. 1½d. c.i.f. is quoted. American so-called Wayne County is in very poor demand, and for good branded oils from 14s. 3d. to 14s. 6d. per lb. is asked on the spot; to come forward, business could probably be done at 13s. 6d. per lb. c.i.f. H.G.H. is 20s. spot and to arrive 19s. c.i.f.

**PIMENTO** is firm at 10d. per lb. on the spot, and for December-January shipment 86s. per cwt. c.i.f. has been paid.

**PLATINUM.**—In order to stimulate business most of the selling agents made concessions, and current quotations are appreciably lower at £12 15s. to £13 5s. per oz., on the basis of which a fair amount of buying has been encouraged.

**QUINCE SEED.**—Spanish to arrive is quoted at 2s. 6d. per lb. c.i.f. No Cape is available until the new crop.

**RUBBER** is slightly easier on the week, with fractionally lower prices. The trade demand continues small, and whilst a certain quantity has been done this week for forward delivery, buying is chiefly hand to mouth. The severe liquidations, resulting from the recent financial chaos, have for the time being ceased, and there is every possibility of a steadier market in the near future. Arrivals last week totalled 2,885 tons, whilst deliveries were 1,359 tons, showing a further increase of 1,526 tons in the stocks. The London stock now stands at 52,538 tons, against 16,855 tons at the corresponding period last year. The Liverpool stock now stands at 17,752 tons, which, as will be observed, is at present higher than the whole of the London stock at this period last year. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and December, 8d.; January-March, 8½d.; April-June, 8½d.; July-September, 8½d. per lb.

**SARSAPARILLA.**—Subsequent to the auction, the small parcel of grey Jamaica offered sold at 2s. 3d. per lb. Good red native Jamaica is quoted at 1s. 9d., fair red at 1s. 7d., and yellow and grey mixed at 1s. 6d. per lb.

**SEEDS.**—ANISE.—Spanish is 67s. 6d. and Russian 31s. per cwt. on the spot. CANARY.—Mazagan on spot remains at 30s. and 27s. 6d. c.i.f. for December-January shipment. Morocco f.a.q. 4 per cent. is 26s. c.i.f. and on the spot 27s. 6d. The quality of the new crop Morocco canary is very poor and several arbitrations are pending. CUMIN.—Malta on spot is 70s., and for January shipment 60s. c.i.f. is quoted. Morocco, on spot 65s., is quiet. December-January shipment is 54s. c.i.f. for ten-ton lots. FENUGREEK at 19s. 6d. spot, is quiet, and for December-January shipment 16s. 6d. c.i.f. has been paid. CORIANDER on spot is unchanged at 9s. 9d. per cwt. For shipment business has been done at 7s. per cwt. c.i.f. FENNEL remains at 62s. 6d. spot and 57s. 6d. c.i.f. for prompt shipment. MUSTARD.—Indian brown 4 per cent. is now quoted 21s. c.i.f. English is unchanged at 27s. 6d. to 31s.

per cwt., according to mustard quality. CARAWAY.—Dutch of old crop is 40s. ex store, and new crop is 39s. per cwt. spot; for prompt shipment 38s. 6d. c.i.f. is quoted. NIGER (bold Bombay 3 per cent.).—Business has been done at 15s. 6d. per cwt. c.i.f. for 25-ton lots.

**SHELLAC** is firmer, usual standard TN orange quality offering at 167s. 6d. per cwt.; fine orange is 200s. to 280s., pure button 227s. 6d., and AC cakey 210s. to 215s. To arrive, sellers of TN quote December-January at 157s. and January-February shipment at 157s. 6d. c.i.f. Sales for delivery include December at 155s. 6d. to 158s. 6d. to 157s., March at 161s. 6d. to 163s. 6d., and May at 163s. to 162s. 6d. per cwt.

**WAX (VEGETABLE).**—Japanese is steady at 81s. 6d. per cwt. on the spot, and for December-February shipment sellers quote 74s. c.i.f.

### Pharmaceutical Chemicals, etc.

CONDITIONS in this section continue rather quiet, but all the time there is a steady flow of business, mostly of small dimensions. Thymol is cheaper and bromides are steadier. Citric and tartaric acids on spot seem weak in some hands and the latter is cheaper from makers. Pure caffeine and salicin are dearer. Some of the opium alkaloids and derivatives have been advanced, these including apomorphine, cotarnine, morphine (small lots), narceine and narcotine; codeine and salts are unchanged.

**ACETANILIDE** continues to be quoted on spot at 1s. 4½d. to 1s. 6d. per lb., as to quantity, for B.P. crystals and powder. **AMIDOPYRIN** is unchanged, with the market dull. spot, 10s. 7d. to 11s. 1d. per lb. as to quantity; f.o.b. Continent, ten cwt., 10s. 6d.; five cwt., 10s. 8d. per lb.

**APIOL** is cheaper, makers quoting 26s. per lb. **APOMORPHINE.**—Hydrochloride cryst. has advanced to 56s. 3d. per oz., compared with 44s. in November.

**ASPIRIN** is moving in small quantities, with prices steady: quoted from 2s. 9d. to 2s. 11d. per lb. as to quantity.

**BARBITONE** is a dull market, but prices are very steady: spot, 7s. 6d. to 7s. 9d. per lb. as to quantity.

**BENZALDEHYDE** (.03) is unchanged on a slow market: quantities, 1s. 10d.; smaller lots, up to 2s. per lb.

**BENZOIC ACID** (B.P.) continues quiet, with makers' prices unaltered: quantities, ex works, 2s. 0½d. to 2s. 1d.; spot parcels, 2s. 1½d. per lb.

**BROMIDES.**—The position here is about unchanged on the week, while the volume of business moving is light. Dealers quote: ammonium, 1s. 10d.; potassium, B.P., crystals, 1s. 5½d.; granular, 1s. 5½d.; sodium, B.P., about 1s. 9d., and slightly less for orders of a ton or more. British makers' list prices are unchanged: ammonium, 1s. 11d.; potassium, B.P., crystals, 1s. 6½d.; granular, 1s. 6½d.; sodium, B.P., about 1s. 9½d. per lb. in cwt. lots, with prices for large quantities about one penny less.

**BUTYL CHLORAL HYDRATE** is cheaper, importers offering at from 8s. to 8s. 6d. per lb. as to quantity.

**CAFFEINE.**—Prices for pure caffeine alkaloid are dearer at 7s. 9d. to 8s. per lb. as to quantity; citrate is 6s. to 6s. 6d.

**CALCIUM LACTATE** is unchanged, with the market rather slow: quoted from 1s. 2d. to 1s. 3½d. per lb. as to quantity.

**CHLORAL HYDRATE.**—Imported material would now cost about 3s. 6d. per lb. owing to the advance on the Continent. Home makers are reported to be still selling at about 3s. 1d. to 3s. 3d. per lb. as to quantity, but some movement in their prices is anticipated.

**CITRIC ACID** (B.P. crystals).—This market remains flat, with foreign on spot offered down to 1s. 11½d., less 5 per cent. in some cases; the usual prices asked for small lots remain at 2s. per lb., less 5 per cent. English makers quote 1s. 11d. per lb., less 5 per cent.

**CODEINE AND SALTS.**—Makers' list prices are unchanged at 24s. per oz. for the alkaloid cryst. and precip. and 21s. for the hydrochloride.

**COTARNINE.**—Hydrochloride and phthalate have advanced by 5s. 6d. per oz., makers quoting 12s. per oz.

**CREAM OF TARTAR** has been dull: small parcels have been selling at the quoted rates of about 102s. 6d. per cwt., less 2½ per cent., for foreign powder (B.P.). Owing to the absence of big business it is difficult to define values, but it seems that the above figure would be shaded for lots of two or three tons. English makers quote 104s. per cwt., less 2½ per cent.

**CREOSOTE** (B.P.) is slow of sale, with dealers' prices quoting 1s. 8d. to 1s. 9d. per lb.

**CREOSOTE CARBONATE** is offering on spot at about 5s. 8d. to 6s. per lb.; business is poor.

**GUAIACOL CARBONATE** is of little interest, dealers quoting from 4s. 6d. to 4s. 10d. per lb.

**HEXAMINE.**—Convention prices continue at from 2s. 2½d. to 2s. 4d. per lb. as to quantity, while there is usually a seller or two at a discount.

**HYDROQUINONE** is steady but in no great call: quoted from 3s. 8d. to 3s. 11d. per lb. as to quantity.



METHYL SALICYLATE (B.P.) is very steady, and any change in prices will probably be upwards: quoted from 1s. 6d. to 1s. 8d. per lb. as to quantity.

METHYL SULPHONAL continues steady on a rather poor market at 12s. 7d. to 13s. 10d. per lb. as to quantity.

MORPHINE AND SALTS.—Makers' list prices for December show an advance of from 3d. to 4d. per oz. on small lots, the basic prices for contract quantities being unchanged. They now quote alkaloid cryst. at 22s. 9d. per oz.; precip., 22s. 6d.; acetate, 18s. 1d.; bromide, 18s. 1d.; hydrochloride, 18s. 1d.; cryst. 18s. 4d.; meconate, 22s. 6d.; sulphate, 18s. 1d.; cryst. 18s. 4d.; and tartrate (neutral), 22s. 6d. per oz. Morphine ethyl hydrochloride has been advanced by 1s. 6d. to 25s. 6d. per oz.; morphine diacetyl and morphine diacetyl hydrochloride are both unchanged at 24s. and 23s. per oz. respectively.

NARCEINE.—Both the crystals and hydrochloride have been reduced by the makers by 3s. 8d. per oz. to 17s. 4d. per oz.

NARCOTINE AND SALTS.—Makers' prices, which were formerly 50s. per lb. for the crystals, hydrochloride and sulphate, have now been advanced to 6s. 2d. per oz.

PAPAVERINE has been extremely scarce throughout the year and the price is nominal.

PARAFORMALDEHYDE is unchanged: quantities in kegs, 1s. 7d.; smaller lots, 1s. 8d. per lb.

PARALDEHYDE meets with some demand, with prices keen: quoted from 1s. 1d. to 1s. 4d. per lb. as to quantity and packing.

PHENACETIN continues to move off in fair quantities, with prices controlled at 3s. 2½d. to 3s. 3d. per lb. as to quantity.

PHENAZONE is unchanged, with a rather limited business: quoted from 5s. 9d. to 6s. 1d. per lb. as to quantity.

PHENOLPHTHALEIN is fully maintained at the former rates of 5s. 11d. to 6s. 1½d. per lb. as to quantity.

POTASSIUM PERMANGANATE (B.P.) has been in a little better demand: quantities at 5½d.; druggists' parcels, from 6d. per lb.

POTASSIUM SULPHOGUAIACOLATE is a slow market, but dealers' prices are about steady at 3s. 6d. to 4s. per lb.

RESORCIN is very steady on spot at 2s. 11d. to 3s. 2d. per lb.

SALICIN.—The makers' list price is now 18s., which is an advance of 6d. on the price quoted last month.

SALICYLIC ACID (B.P.) is unchanged at home makers' prices of 1s. 5d. to 1s. 7d. per lb.; a slight advance is not unlikely.

SALOL continues at the controlled prices of 3s. 7½d. to 3s. 10½d. per lb. as to quantity; business is limited.

SODIUM DIETHYLBARBITURATE is offering on spot at about 10s. per lb.; f.o.b. Continent, five cwt., 9s. 7½d.; smaller lots, up to 10s. 3½d. per lb.

SULPHONAL is not in much request: spot, 10s. 1d. to 11s. 2d. per lb.; powder, 1½d. per lb. more.

TANNIC ACID (B.P. *leviss*) is moving fairly well: quoted at 2s. 9d. for quantities and up to 3s. 2d. per lb. for small lots.

TARTARIC ACID.—Prices are falling through competition, although raw material is very firm. The foreign makers' price was reduced to 1s. 3½d. per lb. at the end of last week, and to-day is now 1s. 3½d. c.i.f., usual conditions. English makers' price is 1s. 3½d. per lb., less 5 per cent. discount. Foreign on spot is 1s. 3½d. to 1s. 4d., according to quantity, less 5 per cent.

THYMOL.—The anticipated revision in prices has been notified, showing a reduction in values as follows: two cwt., 8s. 3d.; one cwt., 8s. 6d.; less than one cwt., 9s. per lb.

VANILLIN continues quiet, with competition still in evidence: home makes, 100 per cent. clove oil, 14s. per lb. in cwt. lots and less for big quantities.

### Industrial Chemicals, etc.

London, December 4.

A MODERATE but steady flow of business continues in most lines. The only changes of importance are a reduction in caustic potash and red lead.

ACETIC ACID is unchanged, with business on the usual scale: 80 per cent. technical, £36 15s.; 80 per cent. pure, £37 per ton in barrels; glacial, pharmaceutical, 99 to 100 per cent., £66 in glass demijohns; glacial in barrels, £56 per ton ex store.

ACETONE is unchanged: B.G.S. in drums, £76 10s. to £85 per ton ex store.

AMMONIA (ANHYDROUS) is offering on a competitive market at about level prices of 10d. to 1s. per lb. for 99.95 per cent. material in loaned cylinders, carriage paid; slightly less for big contracts.

ARSENIC.—The demand is still slow and purchases of white Cornish can be made at about £15 17s. 6d. to £16 per ton f.o.r. mines.

BARIUM CHLORIDE is offered on spot at about £11 5s. per ton for 98 to 100 per cent. prime white crystals in casks ex store; f.o.b. Continent, about £9 10s. for quantities.

CAUSTIC POTASH.—Convention prices have been reduced to meet outside competition: 88 to 92 per cent. solid, spot, less than one ton, £34 10s.; one to five tons, £31; five to fifteen tons, £29 10s. per ton in casks, ex store; c.i.f., 30s. per ton less in all cases.

COPPER SULPHATE.—The export demand is still disappointing, but in spite of the cheap offers reported for shipment from Continental ports, Associated British makers have maintained their terms for casks at about £27 per ton f.o.b., less 5 per cent.

FORMALDEHYDE is moving well, but prices are keen owing to competition: 40 per cent. by volume, about £34 per ton in casks, ex store, and less for quantities.

ISOPROPYL ALCOHOL is meeting with fair business: reliable make is about steady at 11s. to 1s. per gallon in drums; slightly less would be taken for contracts.

LEAD PRODUCTS.—Lead acetate, spot, brown, about £39; white, £40 per ton in casks, ex store; Convention prices for red lead have been reduced about one pound per ton in order to meet outside competition and are now about £36 10s. per ton for 5-10 cwt. lots, with rebates for quantities, carriage paid; white lead is unchanged.

LITHOPONE continues to meet with a steady demand, with prices for 30 per cent. Continental red seal at about £19 10s. per ton in casks, ex store; slightly less for contracts.

OXALIC ACID is maintaining its recent improved tone and the demand is sustained: quantities, £32 per ton ex wharf; spot lots, 33s. to 33s. 6d. per cwt. ex store.

POTASSIUM BICHROMATE for home trade is at the new price quoted last week of 4½d. per lb., with small rebates for large quantities.

POTASSIUM CARBONATE is unchanged, with business quiet: 90 to 92 per cent., £23 10s.; 96 to 98 per cent., £25 10s. to £26 per ton in casks, ex store; slightly less for contracts.

POTASSIUM CHLORATE is a poor market: quantities to arrive are offered down to 2½d. per lb. ex wharf; spot parcels, from 3d., ex store.

POTASSIUM PERMANGANATE is steady on a slow market: commercial quality in two-cwt. drums, 5d. to 5½d. per lb.

POTASSIUM PRUSSIAN continues steady, with a fair business passing: quantities, £63 10s. to £65 10s. per ton; single casks, 7d. per lb.; small parcels, 7½d., ex store.

SAL AMMONIAC is well held at former rates, with dealers doing a good business: dog-tooth crystals, £32; medium, £28; fine white crystals, £17 10s. per ton in casks, ex store; slightly less for contracts.

SODIUM ACETATE is now steady and spot material is offered at about £20 10s. per ton in casks, ex store.

SODIUM BICHROMATE for home trade is now quoted at 3½d. per lb., with slight rebates for quantities.

SODIUM HYPOSULPHITE is steady, with dealers quoting pea crystals, £15; commercial quality, £9 10s. per ton in casks, ex store. British makers quote pea crystals to home consumers on contract at £15 per ton, carriage paid to buyer's station.

SODIUM PRUSSIAN is unchanged on a somewhat quieter market: quantities, 4½d. to 5d.; smaller parcels, 5½d. per lb., ex store.

SELENIUM.—Prices are sustained at 7s. 8d. to 7s. 9d. per lb. It was reported that about 2,000 lb. had been shipped from Russia this year up to the end of September.

SULPHUR.—There is a steady inquiry for American crude at £5 12s. 6d. to £5 17s. 6d., according to quantity, and Sicilian flowers are £12 5s. and roll at £9 15s. c.i.f. to arrive.

ZINC OXIDE.—Home makers' prices are unchanged: B.P., £43; white seal, £40; red seal, £37 per ton, carriage paid.

COAL-TAR PRODUCTS, ETC.—Cresylic acid is moving and prices are fully maintained. Carboic acid crystals is being booked up at the quoted prices for next year. Creosote oil is again slow. Other items are unchanged, with a limited business. ANILINE OIL is unchanged, with the market firm at about 8½d. per lb., packages extra, carriage paid. ANILINE SALT continues steady, with prices unchanged at about 8½d. per lb., packages extra, carriage paid. BETA-NAPHTHOL is steady from 9½d. to 10d. per lb., carriage paid. CARBOLIC ACID (39° to 40° C. ice crystals) is quoted by home makers at 7d. to 7½d. per lb. on contract for delivery next year. There is very little offering for spot except a few parcels in dealers' hands, for which about 1s. per lb. is being asked. Crude carboic 60's remain firm at 2s. 5d. to 2s. 6d. per gallon naked at works. CRESYLIC ACID continues firm and active with prices unchanged: pale 97 to 99 per cent., 2s. 2d. to 2s. 4d.; refined, 2s. 8d. to 2s. 11d.; dark 95 per cent., 1s. 9d. to 1s. 11d. per gallon naked at works. NAPHTHALENE is a slow market: flakes and balls, £15 to £15 10s. per ton in cases, ex wharf. METHYL ALCOHOL continues in small demand, with prices unchanged at about £44 per ton, and less for quantities in drums, ex store. PYRIDINE, TOLUOL, XYLOL and PITCH are unchanged.



## Fixed Oils, etc.

LINSEED oil and turpentine show a recovery on the week and are now steady. Palm oils have also improved. Cotton oils are weaker and slow of sale. Soya oil is neglected and cheaper. ACID OILS remain dull and rather easy: coconut and/or palm kernel, 32s.; ground nut, 29s.; soya, 28s. 6d. spot. CASTOR is unchanged and still quiet: pharmaceutical, 49s.; first pressings, 44s.; second pressings, 41s. 6d. spot in barrels in not less than one-ton lots. COCONUT is firm at slightly higher rates: deodorised, spot, 41s. 3d.; Ceylon, 33s. 9d. c.i.f.; Cochin, 42s. 9d. c.i.f. COTTON has been slow of sale and is again easier for all grades: deodorised, 38s. 6d.; common edible, 36s. 6d.; soapmaking, 34s.; crude, 31s. 6d. spot. GROUND NUT is dull and easier: deodorised, spot, 42s.; crude Oriental, 37s. 6d. c.i.f. PALM KERNEL is dull and unchanged: deodorised, 41s.; crude, 35s. 6d. spot. PALM.—Prices show some recovery and the market is now fairly steady, but business is only moderate: Lagos, 34s.; softs, 31s. 6d.; mediums, 31s. 9d.; hards, 34s.; bleached, 34s. RAPE is dull and slightly easier: refined, 46s.; crude, 44s. 6d. spot. SOYA is very slow and easier: deodorised, 38s. 9d.; crude, 36s. spot. LINSEED (raw, naked) shows a good recovery in values and closes steady: on spot, 45s. 3d.; December, 44s. 9d.; January-April, 43s. 3d.; May-August, 40s. Boiled oil on spot, 49s. 3d. TURPENTINE.—The market has been rather firmer, in sympathy with better American advices stating that current supplies in America were being easily absorbed. The spot market closes at 42s. 6d.; January-April, 43s. 3d. London deliveries for last week were 1,259 barrels, making a total since January 1 of 91,337 barrels, against 96,030 barrels for the same period last year. Stocks were returned at 26,446 barrels, against 31,397 barrels a year ago. Further quantities were shipped amounting to 9,380 barrels, which, with the stocks, make the London visible supply 35,826 barrels, this comparing with 40,247 barrels a year previous. RESIN.—Trading has remained on the slow side and prices were irregular. C.i.f. terms for shipment were as follows: B/D 17s. 3d. to 17s. 4½d., E/K 17s. 6d. to 17s. 7½d., M/N 17s. 10½d. to 18s. 4½d., W/G 19s. 4½d., and W/W 20s. 3d. French W/G is offering at 17s. 10½d. and W/W at 18s. 9d. c.i.f. WOOD.—Hankow in barrels on spot is dull at 72s. per cwt.

LUBRICATING, MINERAL, BURNING OILS, ETC.—A moderate amount of business is being done, with most items steady. Solvent naphthas are dearer on a fairly busy market. BENZOL continues steady: standard motor 90's, 1s. 6d. per gallon ex works, in tank wagons in the provinces and 1s. 7½d. ex London works. FUEL OIL continues unchanged with the market quiet: 950 gravity, £3 5s.; 890 gravity, £3 17s. 6d. per ton ex tank; cheaper forward. PARAFFIN OILS are steady and unchanged: American standard white, 1s.; water-white, 1s. 1d. per gallon, barrels, ex wharf. PARAFFIN WAX and SOALE.—Wax is unchanged and steady from 2d. to 5d. per lb. according to melting point, in bags; scale for shipment is firm at about £13 2s. 6d. per ton c.i.f. U.K. port. WHITE OILS are steady; prices continue unchanged: special No. 1, £35 10s.; No. 1, £24 10s.; No. 3 half-white, £21 15s.; No. 4 half-white, £20 per ton, drums and barrels, free ex wharf. SOLVENT NAPHTHAS have been in better demand and prices are firmer: 90 to 160, 1s. 2d.; heavy 90 to 190, 1s. to 1s. 1d. per gallon naked at works. PETROLEUM JELLIES are unchanged on a bright market: white to snow-white, £37 10s. to £46 10s.; amber and yellow, £18 10s. to £22; dark stiff green, £12 7s. 6d. per ton, barrels free, ex wharf. LUBRICATING OILS are quiet and unchanged; spot: pales, £9 12s. 6d. to £21; reds, £11 to £21; dark cylinders, £13 10s. to £33 10s.; filtered cylinders, £23 to £41 per ton as to quantity, less 2½ per cent.

## Commercial and Produce Notes

## Bandoeng Quinine Factory

ACCORDING to "De Locomotief" (September 5), when 9 per cent. has been paid on the preferred capital of 3,200,000 florins and the statutory reserve has been increased by 100,000 florins, so that the reserve will thus be 1,089,189 fl., 30 per cent. will be paid on the ordinary shares of the factory. The common share capital is 4,000,000 florins.

## Bulgarian Rose Oil Exports

ACCORDING to the official figures published by the General-Direction of Statistics of Bulgaria, exports of rose oil in July 1929 amounted to 1,138 kilos, valued at 114,762,644 leva, consigned to the following countries: Austria, 3 kilos; Great Britain, 100 kilos; Germany, 129 kilos; Italy, 4 kilos; United States, 113 kilos; France, 729 kilos; Czechoslovakia, 3 kilos; Switzerland, 56 kilos; other countries, one kilo. During the first seven months of 1929, exports of rose oil totalled 1,849 kilos, valued at 180,061,599 leva.

## Gum Galbanum

ALTHOUGH not produced in Iraq, gum galbanum reaches the Baghdad market from the Teheran area of Persia to the extent of about 50 cases of two cwt. each during every five-year period and is exported from Baghdad to London and other foreign markets, whenever there is a demand. The quantity of galbanum now available in Baghdad is about 20 cases, and a new crop or supply may not become available for two or three years. The price paid in Persia by Baghdad merchants for the best quality of gum galbanum is said to be 30 krans for each Tabriz maund (6½ lb.), which is equivalent to about 1s. 8d. The price in Baghdad is from 23 rupees to 27 rupees for each 6½ Stamboul okes, which is equivalent to about 1s. 11d. to 2s. 5d. per lb.

## Ceylon Papain

In a report from the U.S. consul at Colombo it is stated that what was probably the largest shipment ever made of papain in Ceylon took place in June 1929, being 737 cases, containing 29,480 net lb. Other shipments of papain have been made from Ceylon, but these are of the poorer grades and not the pure white kind shipped by this one firm. It is said that the individual in Ceylon who practically controls the market buys papain from all over the island, dries and prepares it, and pays the growers about 6.00 rupees per lb. net for the resultant refined dry papain. The price at which he sells, and has been selling for some time past, is 7.50 rupees per lb. Other shippers have been shipping at anywhere from 3.00 to 5.00 rupees per lb. European shippers who in the past shipped papain in large quantities from Ceylon have given it up because they cannot obtain the pure quality, due, it is said, to the practical monopoly held by the one firm.

## Lemon Oil in Australia

ALTHOUGH lemon oil is manufactured in small quantities in Australia, the country's requirements are mainly met by importation from Italy. Production by the five distillers in Australia in 1928 is estimated at only 1,600 lb., but is said to be increasing. The Australian oil, which is higher in price than the Italian, and though lower in quality, is, nevertheless, used by some manufacturers of essences, perfumes, etc., because they are able to get their alcohol at a lower rate of duty if they use the Australian oil. The duty on alcohol when used with imported oils is 43s. 6d. per gallon; when used with Australian oil it is only 17s. per gallon. The price at present quoted for the new Italian crop is 10s. 4d. per lb. c.i.f. Sydney. A few years ago the Italian oil was obtainable for only 2s. per lb., but last year the price went as high as 16s. per lb. The Australian oil sells at about 22s. 6d. or 23s. per lb. The total importation of lemon oil into Australia has shown a marked increase in recent years, from £12,483 in 1923-24 to £30,681 in 1927-28.

## Tanganyika Beeswax

We are indebted to the Comptroller of Customs for the following return of exports of beeswax from the various Customs points of the Tanganyika Territory for the nine-month period to September 30, 1929. For purpose of comparison, the figures for the similar period for the two previous years are also given:—

	1927		1928		1929	
	cwt.	£	cwt.	£	cwt.	£
Dar-es-Salaam	6,896	50,277	5,527	40,329	3,966	28,996
Mwanza ..	293	2,048	243	1,662	—	2
Lindi ..	575	4,286	934	6,512	1,321	9,245
Tanga ..	13	98	57	403	12	71
Kilwa ..	10	65	125	820	63	418
Other stations	10	84	7	43	12	70
Total ..	7,797	56,858	6,893	49,769	5,374	38,802

The export figures show a decline, attributable to the unsatisfactory and abnormally low rainfall which prevailed during the earlier months of the year throughout the majority of districts of the Territory. Such weather conditions are conducive to considerable and extensive migration of bees from the temporarily drought-stricken areas and to a general weakening in the condition of bee colonies which remain. The present price of wax (approximately 43s. per frasila at Dar-es-Salaam) shows a downward tendency, but, from the point of view of the native, the commodity may still be considered as easily the most remunerative export product of the Territory.





Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

#### A Cause of Offence

SIR,—Some annoyance is being caused to chemists in Middlesex, and probably in other districts, through Insurance practitioners informing patients who are insured persons that they are precluded from ordering for them medicines they consider necessary or desirable, because of possible insufficiency of money in the drug fund to pay the chemists' accounts. The doctors concerned protest that they are impelled to this course by the persistent worrying of regional medical officers who pester them with suggestions, not always unaccompanied by lightly veiled threats, that they should refrain from prescribing what they regard as proper and sufficient medicines. Insured persons concerned interpret what the doctors tell them as implying that the chemists are the cause of the trouble, though the chemists themselves know full well that, in Middlesex at all events, there is no restriction on what medicines doctors may order, and that it is only the doctors' lack of moral courage which leads them to refrain from ordering whatever they, in the exercise of their professional judgment, consider necessary in the shape of medicine. Meanwhile, it is the chemists who have to bear the brunt of the patients' attacks of indignation. What the doctor says to his patient "goes," and no amount of explanation or protestation by the chemist can eradicate the feeling that the latter is preventing the insured person from getting a fair deal. Some chemists, in their exasperation, do not hesitate to declare with feeling that the doctors who disseminate views so inimical to their (the chemists') interests are perverters of the truth. This may seem to indicate lack of self-control when the opinion is expressed to a patient, but the justification is probably sufficient in particular instances. It is, nevertheless, a pity that it should be so, if only because of the disharmony likely to be created in the relations of prescriber and dispenser. There ought to be no possibility of friction arising in this way, and there would be none if the Insurance practitioners who weakly pass on the blame to the chemists were properly advised by those to whom they are entitled to look for guidance. Apparently, it is too much to expect of them that they will insist upon their rights and defy the regional medical officers who are unduly officious. Chemists generally can help themselves to some extent by becoming properly conversant with the exact legal position. The National Health Insurance Acts require Insurance Committees to make provision for the supply of proper and sufficient medicines to insured persons. No power is granted to forbid the prescribing of anything that can properly be regarded as a medicine. But if, in the exercise of his or her professional discretion, a doctor orders for a patient something that the Insurance Committee, after consultation with the Panel Committee for the area, decides is not a medicine, payment for it may be refused. The chemist who has supplied the article in question then has the right to appeal direct to the Minister of Health. It is to be feared that this right has not been exercised as it ought invariably to be when the article for which payment is withheld is unquestionably a medicament. Chemists have been too prone to take such rebuffs as a matter of course, whereas their duty to themselves and to other chemists should impel them to take action and stimulate the Ministry of Health to do likewise. Incidentally, it may be stated that the need for such action cannot arise in Middlesex, under existing arrangements, because there is no restriction in that area upon the supply of medicines properly so-called. A right of appeal to the Minister of Health also rests with the insured person who is prevented from obtaining medicine which the doctor in charge of the case considers necessary, because chemists decline to supply it when ordered, relying upon some notice issued by the Insurance Committee to justify their refusal. Supposing an insured

person brings a prescription for a medicine which the chemist knows will not be paid for, the chemist will render a public service by explaining the position to the insured person and advising him or her to appeal to the Minister of Health. This need not involve anything elaborate in the shape of formal documents, all that is required being a short letter explaining in simple terms what has happened. The chemist might even help the insured person to compose the letter and see that it is properly directed to the office of the Ministry of Health, in Whitehall. Panel practitioners may, of course, be brought to book for frequently prescribing too much medicine, or for ordering unduly expensive preparations. In other words, they lay themselves open to censure equally if they order more medicine than is sufficient, or medicine which is not proper to the occasion. These are usually the grounds on which regional medical officers criticise prescribing, in Middlesex as elsewhere, and neither of them justifies any practitioners in making unfounded statements to patients for whom they have not the courage to order what they need. It is distinctly unfair to cast blame upon chemists in such circumstances, either directly or by inference, and chemists to whom tales of such sayings are brought should not hesitate to contradict them promptly. It is bad enough to be underpaid and have to face possible discounting without the addition of insult to injury by unjustifiable creation of prejudice in the minds of insured persons.

Yours faithfully,  
JOHN HUMPHREY.

Harrow.

#### Price Protection

SIR,—From numerous letters in the *C. & D.* from time to time it would appear that the majority of chemists think they owe their very existence to the Proprietary Articles Trade Association. Has this organisation justified its existence from the retail chemist's standpoint? Its object is to protect prices of patents; it seems to be only able to exert its authority over chemists, while grocers, co-operative stores and others are charging prices calculated to relieve the chemist of his business, quite regardless of the P.A.T.A. Now, before patents were protected, they were few in number compared with the variety to-day, and the chemist made his own specialities, which paid him amply and gained a real goodwill for his establishment. If we were permitted to cut, there would be less inducement for the various stores to pay "divvy" off our legitimate lines, and we could again feature more prominently our own specialities, and thus retrieve something of our lost prestige. In short, the chemist has lost his own proprietary business and is getting only a small part of the present-day patent business instead. It is useless to talk about a chemists' trade union; let chemists meet the common foe on his own ground.

Faithfully yours,  
MANACLED (4/12).

#### Proprietaries and Pharmacy

SIR,—“Pharmaceutist” (*C. & D.*, November 23, p. 618) seems to think that the inauguration of the P.A.T.A. and its system of minimum retail prices for proprietaries was not altogether an unmixed blessing for pharmacy and pharmacists; although I have heard this idea put forward tentatively on one or two occasions, this is the first time that I remember seeing it discussed on a reasoned basis in print. He deduces that the development of pharmacy as a profession has languished owing to the fact that the system of protected prices has ensured a certain profit on proprietary lines, and therefore has led us to pay more attention to building up their sales than to pharmacy proper; but what position should we have been in if we had left patents alone? I cannot go back for fifty years, but I can for the thirty years necessary to take us back to the institution of protected prices; and I cannot remember that we practised any more pharmacy in those days than we do now. Leaving out the N.H.I., how many scripts would the average retail chemist dispense in a week to-day? Say half a dozen or so, exactly the same as he did in those bygone days when the doctors did all their own dispensing just as they do now; and apart from a few high-



class neighbourhoods the only chemist who saw any dispensing was the one who contracted with a local doctor to do his work at a penny an ounce *plus* a penny for the bottle. If this was the pharmacy we were to develop, I cannot see that we are any worse off by having protected prices for patents; it is true that we should have been much fewer in numbers, but solely owing to the fact that the total turnover in the business would not have supported so many shops. And if chemists had dropped patent remedies, I do not agree that their decline would have followed. "Pharmacist" says that one multiple-shop concern was started which sold nothing but patents; is it not more likely that this idea would have been developed on a large scale, and that the patent-medicine trade would have been linked up with some totally different kind of business? Although I am not in any way satisfied with the present conditions, I do not think that "Pharmacist" has made out a good case, because until we get a complete revision some form of price protection is necessary to protect retailers, wholesalers and public alike.—Yours faithfully,

PROPRIETAS (2/12).

### Retail Support Lacking

SIR,—We often hear complaints about manufacturers placing their goods, for which the legitimate channel is the chemist, in the hands of other traders, and we think the following recent examples of lack of appreciation and support clearly illustrated why some manufacturers take this course:—

(1) We received a direct order for one of our proprietaries which was wanted urgently, as supplies could not be obtained locally. The goods were mailed by return and we passed a credit note to a customer in the town, expressing a hope that he would put himself in a position to meet future demands, as we knew further supplies would be required. We received neither an acknowledgment of our letter and credit note, nor an order to meet future demands, although the particular article supplied showed well over 80 per cent. profit on cost price.

(2) We received an inquiry for the name of a local supplier of one of our proprietaries, but it so happened that the shop where this was stocked had just been acquired by one of the multiple concerns. We approached two of our customers in the town, through our representative, but both, without expressing any reason why, refused to take up the line, which showed them nearly 70 per cent. profit on cost. This particular line is a good seller and we have many customers who take 6- and 12-dozen lots at a time.

From our experience we know there are many manufacturers who loyally support the chemist but sacrifice business by so doing, and whilst in our own case the article referred to in (1) could not very well be handled other than by a chemist, the article in (2) could reasonably be handled by other traders, and we honestly think we should have done two or three times the business with this line had we not limited the avenue of distribution. We appreciate that chemists cannot take up all the lines that are offered to them, but we think they should use their judgment and give adequate support to those which are reserved solely to them by manufacturers, who, on their part, are loyal to them.

Yours, etc.,

VICTIM (4/12).

### Changes at Public Institutions

SIR,—Much activity prevails at the present time in poor-law hospitals and institutions regarding the great change over from the present poor-law control to that of the county and county borough councils, so that poor-law dispensers are naturally wondering how they may be affected. The London County Council, the authority which will have a larger number of hospital beds under its control than any single authority in the world, has a big job before it. After April 1, 1930, all the mental, fever, and poor-law hospitals in London will come under the administration of the L.C.C. Public Health Committee, and the new era of control should provide good openings for pharmacists whose inclination is for institutional work in preference to retail. Dispensers already in the poor-law service are interested in the new superannuation schemes, and at the present time 2 per cent. deduction is made from salary, and, after ten years' service, a retiring allowance of one-sixtieth of the average

annual salary for the last five years of service is granted. (Thus, after thirty years' service the allowance would equal half this average salary.) In case of death whilst holding office no payments or pension are made to dependants. Under the new schemes 5 per cent. will be deducted from salary and a superannuation of one-eighth for each year of service will be granted, and, in addition, a lump sum on retirement according to the number of years served. Should an officer die whilst in the service a payment of two years' salary will be made to his dependants. Most pharmacists with dependants will take advantage of the new terms, but those who wish may continue on the old basis if they desire, getting a larger pension, but no other benefits. Contractors for drugs and surgical appliances are perturbed at the prospects under the new scheme, as it has not yet been disclosed how the vast quantity of supplies required will be obtained. A persistent rumour is current that the County Council officers have been "sounding" the large hospitals as to the possibility of the supply of galenicals and drugs being made by each large hospital to the area hospitals. It is hardly possible that the voluntary hospitals can cope with the large supply demanded; and, in addition, manufacturers who are rate payers will want to know why voluntary hospitals, supported by contributions and paying on reduced assessments, are to be allowed to compete with rate-paying concerns. Schemes will soon be put into operation, and the many interested parties will keenly look for developments.—Yours, etc.,

DISPENSER (22/11).

### Secundum Artem

SIR,—There are one or two things in the *C. & D.* of November 16 worthy of special attention. The first is the reference of Mr. J. H. Franklin, Ph.C., to the pharmacy of lin. alb., N.H.I. I hope that he has not been correctly reported. Lin. alb., N.H.I., is a disgusting mess. More like "curds and whey" than anything. I have read that it can be made satisfactorily, but it is a twenty-four-hours' job. Now, Mr. Franklin has been asked this question: "If a pharmacist can make a satisfactory liniment from the formula when the average pharmacist cannot, should that pharmacist do so?" Mr. Franklin, strangely enough, says "No," or, in other words, "shove the ingredients in the bottle, shake them up, and hope for the best." But what becomes of our dear old friend "secundum artem"—I trust I have spelt the words right—and the whole art and craft of pharmacy? According to Mr. Franklin, they should not be practised, which is funny. Now, if we are to follow Mr. Franklin we shall get comical results. "Curds and whey" for lin. alb., N.H.I.; speckled oil and a bit of blancmange topped with fruit juice for lin. methyl sal., N.H.I.; and what on earth cod-liver oil emulsion would look like made according to his ideas it would be hard to say. I have seen some in four layers. Can anyone beat that? If this system is to be practised, I expect to live long enough to see as many layers in a bottle of medicine as there are divisions in the spectrum. In short, pharmacy be blowed. Don't be in front of the worst. Bearing in mind the foregoing, and my cheerful little "Pharmacy Week," let us direct our attention to "Compulsion's" letter entitled "Compulsory Membership of Pharmaceutical Society." "Compulsion" says: "The 7,000 chemists on the Register who are not members should be brought into line, so that the Society can really claim to be representative," but he quite overlooks the fact that the Society is representative of its present members—which accounts for a good deal. If the 7,000 backsliders joined up in force, I imagine that 7,000 would constitute the majority; and it is a reasonable inference that there would be some considerable changes in the management resulting in the new 7,000 being represented, and the present members not; so we should be no forrader." Compulsory membership with penalising powers would "bust" me for a start; and Mr. Franklin's advice would entitle him to "the order of the boot."—Yours, etc.,

GEORGE F. CORRAL.

Enfield Wash.



## Legal Queries

*D. M.* (26/11).—The inclusion of the word "antiseptic" in the title involves liability to medicine-stamp duty.

*H. B.* (22/10).—A licence for the sale of medicines liable to stamp duty is granted solely in respect to a shop, house or place, and it is illegal for peddlers or hawkers to sell dutiable medicines.

*D. B.* (2/12).—The use of the title "Head and Nerve Powder" does not involve liability to medicine stamp duty, provided the label, advertising matter, etc., do not contain any statements or claim that might otherwise involve liability.

*F. S. B.* (23/811). employs a charwoman for an hour and a-half on two days each week. He also employs an assistant who is studying at a college during the day and has no special hours of work in the shop. Are National Health or Unemployment Insurance contributions payable in either of these two cases? [The charwoman must be insured under the Health and Pensions scheme. The assistant must be insured under that scheme and the Unemployment Insurance scheme as well.]

*Subscriber* (22/10) asks (1) if proprietor's salary and interest on capital invested in the business may be deducted with other overhead charges from gross profit in calculating net profit, and (2) a business is said to be worth so many years' purchase of the net profits, generally from one to five years. What are the points to be considered in deciding the number of years? [(1) It is quite reasonable to charge a salary if the proprietor manages the business himself (but for income tax purposes it is an appropriation of profits, i.e., drawings). Interest on capital is more in the nature of appropriated profits than a charge. Profit should be calculated before charging this. (2) This question is one of "goodwill." Its value is governed by so many circumstances that no general rules can be applied. It is based upon connection and reputation, and its value is represented by the ability of the business to make surplus profits after charging the items mentioned in question 1. Locality, local rates and taxes, and other fixed overhead charges have big influences on profits, which then in turn control goodwill value. Goodwill is defined more fully in the *C. & D. Commercial Compendium*, September 18, 1926, p. 495, q.v.]

## Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

### Address Wanted

If any chemist knows the present address of Mr. or Mrs. Bauman (sometimes known also as Bauman-Sawyer) will he kindly communicate with Mr. F. H. Quadling, Ph.C., Uxbridge?

### Dispensing Prices in the Surgery

A mixture containing 3vj. of potassium bromide in 5viij. of peppermint water (formula unknown) is regularly supplied at 3s. 6d. by a Midlands doctor, who does his own dispensing.—*L. H. H.* (26/11).

### Decoctum Aloes Compositum

If decoctum aloes compositum is to be retained in the Pharmacopœia, would it not be well to act upon previous experience as recorded in pharmaceutical literature? The boiling process is not essential unless it is required to drive off the volatile oil of myrrh—an important constituent. Union of the potassium carbonate with the myrrhic acid is ensured provided all the dry ingredients (and even the extract of liquorice also) are mixed together in a mortar before the addition of the water. By using a really fine sample of myrrh and subsequently adding the compound tincture of cardamom, the preparation was quickly completed; there did not appear to be much matter undissolved, and on standing a few days the sediment was not large. The flannel strainer certainly retained practically nothing.—*Abel Scholar.*

## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

*Paraffin* (26/11).—*EMULSIO PETROLEI C. AGAR.*—The following formula produces a permanent emulsion of liquid paraffin (50 per cent.) containing agar-agar, and can be prepared on a small manufacturing scale, using a mortar. If made on a large scale with an emulsifying machine it is possible to use a smaller amount of suspending agent:—

Gelatin	...	...	...	0.5
Powdered agar-agar	...	...	...	5.
Liquid paraffin	...	...	...	50.
Distilled water	...	...	...	to 100.

Soak the gelatin in water 45 c.c. and liquefy, and in this soak the agar-agar for twelve hours. Transfer to a mortar, add the liquid paraffin gradually with constant trituration until a perfect suspension is obtained. The question of a preservative must be considered as the agar-agar decomposes in aqueous solution. Sodium benzoate is the most suitable preservative or chloroform, the latter helping also to sweeten the preparation. Medicaments such as phenolphthalein may be added.

*Suburb* (19/11).—*HAIR-SETTING LOTIONS.*—The following formulas are for hair setting, not fixing:—

I		II	
Potass. carb.	... gr. xx.	Spt. rectific.	... 3j.
Liq. ammon.	... ℥v.	Ol. lavand.	... ℥xxx.
Glycerin.	... ℥xxx.	Ol. ricini	... 3iij.
Spt. rectific.	... 3ij.		
Aq. flor. aurant.	... 3iij.		
Perfume	... q.s.		

*R. F.* (26/118).—*THICK TAR SHAMPOO.*—The following notes will form a basis for experiment: Hebra's liquid tar soap is made by taking soft soap, 2½ lb., and adding thereto rectified spirit, 5 lb., and juniper tar, 2½ lb. Soft soaps for American shampoos are usually made according to the following formulas:—

	I	II	III	IV
Cotton seed oil	14	26	24	—
Linseed oil	—	—	—	20
Olive oil	—	—	—	10
Caustic potash	3	6	8	9½
Rectified spirit	2½	5	4½	5
Water	16½	34	26	30

No. IV is stated to make the best soap, and with this a liquid soap can be prepared by the addition of rectified spirit 7 oz., and water ½ oz., to soap 15 oz. As tar is acid it is usual to neutralise it before crutching into a melted soap. The odour depends on the amount of tar used, and this varies from 5 to 20 per cent., but should not be sufficient to darken appreciably the lather. Such preparations tend to darken on exposure and storage. For the use of industrial in place of rectified spirit permission must be obtained from the Board of Customs and Excise.

## Retrospect of Fifty Years Ago

Reprinted from  
"The Chemist and Druggist," December 15, 1879

### Reports of P.S.G.B. Council Meetings

My Symes moved [at the Council meeting of the Pharmaceutical Society] according to notice—"That reporters, other than the one officially employed by the Society, be admitted to the Council-room during the ordinary business of the monthly Council meetings. . . . That the Council retain power to consider each application for admission on its merits."

The motion with the words subsequently added by Mr. Symes was [after a long discussion] then put with the following result:—*For*—Messrs. Atkins, Frazer, Gostling, Greenish, Hampson, Richardson, Rimmington, Robbins, Savage, Schacht, Shaw, Symes and Woolley. *Against*—Mr. Williams. The motion was therefore carried. The president, Messrs. Bottle, Hills and Mackay did not vote.





[Commenced C. & D., July 5, 1924]

**Samson's Snake Root.**—This is the root of *Psoralea melilotoides*, Mich (*P. reglandulosus*, Ellis), a leguminous plant which is a native of North America. It is a slender, erect, pubescent and slightly glandular herb with a spindle-shaped root and trifoliate leaves, with oblong lanceolate, rather obtuse leaflets and long-peduncled oblong, finally elongated, spikes of purplish flowers; the legume is nearly orbicular and transversely wrinkled. The plant has a slight aromatic odour, and a spicy and bitterish taste. It flowers in June and July, and should be collected when in full bloom. The plant is also known under the name of "Bobs root" and "Congo root" in Virginia. It has been recommended as an aromatic bitter tonic especially useful in chronic diarrhoea. The root is the part used. Mr. MacNair obtained from it about two per cent. of a volatile oil having a specific gravity of 0.93, and a pungent and bitterish taste, and a neutral reaction, also a bitter principle, but no tannin. For a further description, see "Amer. J. Pharm." (July 1889). In the "Spatula Herb Book" the Sampson snake root is identified as *Gentiana Catesbaei*, and stated to be tonic, sudorific and antiseptic. This plant, now known as *Gentiana Elliottii*, Chapm., formerly had a place in the secondary catalogue of the U.S.P., and was reputed to be little inferior to the *Gentiana lutea*; an account of it is given in the eighteenth edition of the "United States Dispensatory" in a footnote on page 652, but there is no indication that it was ever called Samson's snake root.

**Sanatogen.**—Originally the registered trade name in this country of a food consisting of soluble casein with 5 per cent. of sodium glycerophosphate (expired patent 1541 of 1898). The registration was avoided by order of the Board of Trade in 1916, and the word became public property.

**Sanction.**—In the legal sense, the word "sanction" means a penalty or punishment by the provision of which compliance with a law is enforced.

**Sand.**—Mineral matter in small grains, chiefly of a siliceous nature, resulting from the disintegration of rocks. Used largely as a moulding material for foundry work, after having been sifted and mixed with coke dust. Also used in the manufacture of glass, especially when nearly iron-free. Such sand is dug in Surrey and Norfolk, and is also imported from the Continent. Blown or desert sand is used in the sand-blast process of engraving, owing to its eroding action. The various colours sometimes found in sand (e.g., at Alum Bay) are due to the presence of an indefinite number of minerals.

**Sand Bath.**—Used in pharmacy occasionally when a prolonged dry heat is required. It usually takes the form of a pan containing the sand and heated from below by a flame.

**Sandarac** is a resin obtained by incision from the stem of *Callitris quadrivalvis*, Vent. (N.O. *Coniferae*, a small tree growing in mountainous districts of N.W. Africa. The resin is chiefly exported from Mogador. It resembles mastich in appearance, the fractured surface being clear and glassy, but differs from it in the fact that the tears are elongated, not oval or rounded, and about five to fifteen mm. long. When chewed it does not form a plastic mass like mastich, but breaks up into a sandy powder. The taste and odour slightly resemble turpentine and are a little bitter. It is entirely soluble in alcohol and ether, but partly only in chloroform, oil of turpentine and carbon disulphide. It is not soluble in caustic soda or acetic acid and is not softened by boiling water, although it melts and swells at 302° F. It is about the same hardness as Kauri

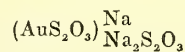
resin. Australian sandarac is obtained from *Callitris verucosa*, R. Br., and possibly also from *C. cupressiformis*, and *C. robusta*, and used as a substitute for African sandarac in Australia, but is rarely exported. It differs only in being a little softer and more aromatic and in containing a larger proportion of inactive pimic acid and pinene. From 5 to 22 per cent. dissolves in petroleum spirit. This serves to distinguish it from fictitious sandarac made from pale colophony, which is almost entirely soluble in petroleum spirit. Sandarac is chiefly valued as an ingredient of varnishes to increase the hardness and glossiness. The powdered resin is known as pounce, and is used for preparing the surface of parchment paper to receive writing. In wholesale drug lists it is quoted to-day at about 5s. per lb., but in 1882 its approximate price was stated to be 60s. to 115s. in the London market. Sandarac resin contains 85 per cent. of sandaraco-pimic acid, which is crystalline and inactive, two to three per cent. of sandaracinic acid, and about 10 per cent. of amorphous callitric acid, together with a little sandaraco-resene, and about one per cent. of volatile oil and traces of a bitter principle. It is used in pill coating in the form of solution of one part of sandarac to two parts of absolute alcohol. The pills should be rotated in a covered pot with a few drops of the solution and, when covered with the varnish, thrown on a slightly oiled smooth slab, separated carefully with a pointed glass rod dipped in alcohol, and allowed to dry. The tree was at one time supposed to be a variety of juniper, and sandarac was known as juniper gum, and the Australian sandarac was introduced as "pine gum." The sandarac tree is interesting as yielding the citrus wood of the ancient Romans. It was esteemed above all others for roofing temples and tables and was employed in the cathedral of Cordova. The luxurious Romans especially prized the tables, in which the veins were arranged in lines and called "tiger" tables, and spirals or "panther" tables. Some of the tables were 4 to 4½ ft. in diameter. The stem of the tree swells out at the very base into roundish masses, half-buried in the soil, rarely obtaining a diameter of 4 ft. It is this basal swelling, whether of natural or artificial origin, that affords the valuable wood now known as "alerce," still exported from Algiers to Paris, where it is used in the richest and most expensive cabinet work. The unique beauty of the wood will always command for it a ready market if it be allowed to attain a sufficient size. Whether this growth is dependent on the incisions which are usually made near the base of the tree to obtain the resin is not known, but the beauty and value of the wood should induce our Forestry Department to cultivate it in suitable situations in our S. African or other colonies where it could thrive. The larger trees seen by Hooker and Ball in 1878 were in the Ourika Valley in S. Morocco, and were about 30 ft. high.

**Sanderswood, Red.**—See *Pterocarpus*.

**Sanguinaria.**—See Blood Root.

**Sanitary Authority.**—The various borough councils, urban district councils and rural district councils act as the sanitary authorities for their respective areas throughout the country. Sanitary authorities have jurisdiction over such matters as drainage, scavenging, the supply of water to premises and the prevention of nuisances; and it is their duty generally to keep the district in a condition conducive to public health. Powers are conferred upon sanitary authorities by the Public Health Acts, the Sale of Food and Drugs Acts and other statutes having for their object the preservation of health and cleanliness.

**Sanocrysin.**—A salt of gold and sodium introduced for the treatment of tuberculosis, by intravenous injection, by Professor H. Moellgaard, of Copenhagen. According to this author, the chemical formula is probably



Methods of preparation were given in the C. & D., 1926, I, 439. On dissociation in water, in which it is easily soluble, its therapeutic agent is the ion  $\text{AuS}_2\text{O}_3^-$ . The Medical Research Council issued a report in April 1925 giving details of trials of the treatment, and a second report in July 1926.



## The C.&D. Commercial Compendium

**Santonica and Santonin, history.**—The drug known under this name can be traced in history back to the time of Dioscorides A.D. 77, or nearly 2,000 years ago. He mentions one variety growing in Cappadocia in N.E. Asia Minor, called *Absinthion thalassion* or sea worm-wood, or *Seriphon*, having small "seeds" which were taken in honey as a remedy for intestinal worms, and another growing in the country of the Santones in Gaul, the modern Saintonge. (It is possible that the name santonica was derived from this fact.) Saladinus, about 1450, mentions *Semen sanctum vel alexandrinum* as a vermifuge for children, and other naturalists of the sixteenth century use the same names. Pomet (1694) states that it came annually in Persian caravans to Aleppo, Alexandretta and Smyrna, and was shipped thence to Marseilles, Holland and England. He mentions, too, that santonica also came from Bhutan (north of Assam), and another kind with hairy flowerheads from the confines of Russia near the Don and Volga rivers, and a third from the Province of Kerman in Persia, according to Tavernier, but the kind that came to Aleppo and Alexandretta which was smooth and not hairy, was the most esteemed. This kind, which is now known as *Artemisia Cina*, Berg, has therefore been for hundreds of years esteemed the best in commerce, although its exact geographical source has long been uncertain. Santonica was evidently known by various names in the middle ages, since Lemery ("Dict. des Drogues Simples" (fourth edition, p. 500, 1727), gives the following synonyms for santonica, viz., semen contra vermes, semen contra, semenzine (diminutive of the Italian word *semenza* (seed)), semen santonicum, semen sanctum, semen zedoaria and lagiospermum; as well as other names used in France, e.g., santoline, barbotine, cantoline. It should be mentioned that the plant *Santolina Chamæcyparissias*, also used for worms, is given by Lemery as having the very different French name, *garde-robe*. Santolina means the holy herb, a name applicable to both plants, and possibly accounting for the name semen sanctum. In Planchon and Collin, "Drogues Simples" (tome ii, p. 61), the drug is mentioned under the head of semen contra, or semencine, and the statement is made that in commerce at that date (1896) three distinct sorts of semen contra were recognised under the names of:—(1) semen contra of Aleppo or Alexandria; (2) semen contra of Russia, or Sarepta; and (3) semen contra of Barbary. The botanical source of the best varieties yielding the drug they describe as being still a matter of controversy. (1) The semen contra of Aleppo or "Alexandria" is described as being the best and the only official kind. The description given is as follows:—The drug consists of the small unexpanded flowerheads, mixed with a variable proportion of leaves and stalks, and freed from sand by sifting. The flowerheads are three mm. long, and one mm. broad; when fresh, they have a yellowish-green tint, which becomes brown on keeping. The involucre is formed of about a dozen contiguous bracts; the lower ones are small, distant, ovate, the upper or interior are elongated, strongly keeled at the back, and covered with small resinous glands, which are yellowish and shining, the margins of the bracts are membranous, colourless, transparent, and marked with fine striæ, and are quite glabrous. In the young state the median nerve bears a few colourless, woolly hairs, which disappear on maturity. The whole flower-head then becomes smooth and nearly glabrous, which distinguishes the genuine from the other varieties, in which the flowerheads are rendered adherent by the presence of woolly down. The involucre encloses three to five florets inserted on a glabrous receptacle. The corolla is tubular, narrowed at the base, and expanded at the apex into five short-triangular teeth. The debris of the flower stalks is very slender, rigid, and grooved with swellings here and there, indicating the points of insertion of the leaves. The taste is bitter and camphoraceous. (This description closely corresponds with that of *Artemisia Cina*, Berg, now known as indigenous to Turkestan. (2) The semen contra of Russia or Sarepta: This kind is dis-

tinguished by the more or less coherence of the flower-heads, due to the presence of hairs. They are partly closed, but mostly open and expanded. They are about one to two m.m. long, brown and covered with a white, webby down, visible under a lens. The inner scales of the involucre are linear lanceolate, shiny, strongly keeled, and covered with large yellowish, orange glands, and the expanded flowers have a fine red tint. This kind contains much debris of shaggy branchlets and more or less foreign matter. Seen in bulk it has a yellowish-brown colour. It is referred by Berg and Schmidt to *Artemisia pauciflora*, Stechm; and to *A. monogyna*, Waldst. and Kit. (*Artem. fragans*, Willd.) which are regarded as varieties of *Artem. maritima*, Linn. Being indigenous to the districts near the Volga, the Caucasus and Siberia, the Russian semen contra was formerly collected near Sarepta, by a rich German colony established in the Government of Saratov, but in 1872 it appeared to be no longer collected there. Another variety of the Russian or Sarepta semen contra is distinguished by the white cottony appearance of the flower-head. It is referred by the same authors to *A. Lercheana*, Stechm. (*A. Gmeliniana*, DC.), which is identified in the Index Kewensis as *A. fragrans*, Waldst. and Kit., but is not identical with the *A. Lercheana* of Karel and Kiril, which is synonymous with *A. pauciflora*, Stechm. (3) The semen contra of Barbary: This presents the appearance of a mixture of a brown and a greyish-white colour, and the flower heads adhere to one another by their hairy covering. The flower-heads are rounded, or ovoid, attached to fragments of tiny branchlets. The bracts of the involucre are obtuse, the lower round, the upper oval, the debris of linear floral leaves is very short and the stunted summits have three or four flower-heads crowded together. (Planchon & Colin, "Drogues Simples," 1896, pp. 65, 66, fig. 681, 685, 692.) This variety of santonica comes from Morocco and the N.W. of Africa. It is attributed by Batka to *A. Sieberi*, Bess, which is given in the Index Kewensis as a synonym of *A. Herba-alba*, Asso., and by M. Marie (Thesis, Paris, 1881) to *A. Herba-alba*, Asso. It may be noted that this species was found by Battandier not to contain any santonin. The Barbary wormseed therefore appears to be chiefly the produce of *A. Herba-alba*, Asso., which is confirmed by an examination of the drug recently imported, but it is possibly mixed occasionally with other species. It would thus appear that the Aleppo santonica was yielded by *A. Cina*, Berg, the Russian by *A. maritima* var. *Stechmanniana*, Besser, and *A. pauciflora*, Stechm., and the Barbary kind by *A. Herba-alba*, Asso.

**BOTANY.**—Regarding the fact that different pharmacopœias and textbooks of materia medica mention different species from which santonin should be prepared, and that it has been hitherto practically impossible to identify the species by the flower heads alone, it became necessary to investigate the microscopical characters of authentic specimens of the different official species and to ascertain if it were possible to distinguish them from one another and from the various species substituted for them in commerce. This has been satisfactorily accomplished by T. E. Wallis and Miss E. J. Mowatt after a very careful and painstaking microscopical research ("Pharmaceutical Journal," August 1, 1925, pp. 143-156). A summary of these distinctive characters may be found useful for reference. First: the botanical source of the true santonica of commerce at the present time is *Artemisia Cina*, Berg. This differs from the other official species in the flowerheads being nearly glabrous and shining, the bracts being on an average sixteen in number, but sometimes varying from fourteen to twenty-one. The midrib of the bracts branches freely and the veinlets are contorted and frequently *anastomose*. The number of long, cottony, T-shaped hairs on the back of the bract is small, and apical hairs are always absent. The apices of the corolla lobes are never more than slightly papillose and bear no trichomes.

(To be continued.)



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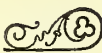
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If desired, we can provide a distinctive pack, and prepare complete, ready for sale. We offer expert advice, efficient service, and absolute fidelity to formula, with strict secrecy. Enquiries from Principals invited.

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**MENLEY & JAMES  
LTD.**  
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# South Africa wants your goods

Here, all around us, are Ten Million prospective purchasers of proprietary products. Are *your* goods reaching them? Are you enjoying the profits which complete distribution amongst them will bring to you?

We are organized for Distribution on behalf of Overseas Manufacturers. Our intimate knowledge of the vagaries of the buying public of South Africa enables us to obtain outstanding success for our Principals.



You are invited to send for our Booklet entitled "ACHIEVEMENT." It will show you how the spending power of this prosperous community can be directed to your advantage.

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2

# GARFIELD TEA

PROMPT SHIPMENT

ALL SIZES

'Phone or Write :

**GARFIELD TEA CO.**

44 Foxbourne Road

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# YADIL

The Antiseptic Certified Safe by Public Analysts and Pathologists for Internal and External Use.

The new popular priced sizes and widespread advertising of Yadil are speeding up sales—display it and get your share of the new business.

Retail prices : Liquid, 1/3; Yadilets, 1/3; Ointment, 1/3 per tin. There are larger sizes of all the above, and also Yadil Pastilles selling at 1/- per tin, and Yadil Soap 1/- per tablet.

YADIL PRODUCTS (1925) Ltd. Sicilian House, London, W.C.1



# ALKALOIDS SANDOZ

**YOHIMBINE • VERATRINE**  
**HYDRASTININE • NARCOTINE**  
**STRYCHNINE**  
**ALKALOID**  
**and SALTS**



**Chemical Works formerly Sandoz,**

**Basle (Switzerland)**  
Sole Concessionaire: H.W. BRAUN, 16, Water Lane, Great Tower St.,  
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## GLUCOSE PURE "SANDOZ"

Please apply for particulars

## New Crops of American Drugs

Over 800 of the World's Botanical Drugs are  
available on spot at our New York Depot.

ASK FOR SPECIAL MARKET REPORT.

ALOES, CURAÇAO	DAMIANA LEAVES	SAW PALMETTO
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BLACK HAW BARKS	GRINDELIA ROBUSTA	SERPENTARY ROOT
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**THE WORLD'S LARGEST SOURCE.**

Cable your enquiries at our expense.

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Cables: "Penickdrug New York."



*"The Owl"  
Photographic  
Service*

*"There is a tide in the affairs of men."*

Only one Chemist supplied  
in each town or district

All work under the direct supervision  
of a professional photographer



COMPETITION  
DOES NOT MAKE  
HIM BLINK.

**1 doz. postcard Enlargements**

from one or more negatives. NOT less than 1 dozen supplied.

THIS SPECIAL OFFER DEFINITELY CLOSSES APRIL 30,

and is solely to provide work for our staff during the off-  
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less discount  
25% to our  
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*Cheetham's Photographic Works*

Spout Yard, Louth,  
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'Phone : Louth 226.

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For CHEMISTS & DRUGGISTS

SEND FOR NEW ILLUSTRATED LIST.

Jackets and Coats of very superior quality, made from the most reliable materials, smartly cut and thoroughly well finished in every detail.

WHITE DRILL JACKETS ... ..	6/11, 8/11, 10/6
KHAKI DRILL COATS 6/11, 8/6, 10/6, 12/6, 14/6	
WHITE DRILL COATS 7/6, 9/6, 12/6, 13/6, 15/6	
BLACK DRILL COATS ... ..	15/6
UNBLEACHED COATS ... ..	8/6

STOCK SIZES : 34 to 44 chest measure over waistcoat. Special pockets and little adjustments can be made without extra charge. POSTAGE on single coat 9d., but 20/- orders upwards carriage paid. SPECIAL PRICES FOR LARGE QUANTITIES.

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1, 3, 5 Commercial Road, LONDON, E.1

Telephone : Bishopsgate 6751.

Established 1839.

BRANCHES :

Deptford, Edgware Road, Woolwich,  
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MANY SUCCESSSES IN THE EXAMINATIONS  
Your Opportunity to

## QUALIFY IN OPTICS

PRACTICAL WORK. Students taking the course may receive personal tuition in the practical work AT ANY TIME DURING THE COURSE.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).

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WESTMINSTER COLLEGE OF PHARMACY.

## WILLS' UNIVERSAL POSTAL SYSTEM

FEES (GT. BRITAIN & N. IRELAND)

PRELIMINARY SCIENTIFIC COURSE	- £1 10
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APOTHECARIES' HALL COURSE	- £1 11 6

POSTAL COURSE PROSPECTUS POST FREE  
from The Secretary,

190 CLAPHAM ROAD, S.W.9.



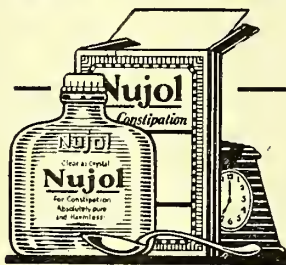
# Nujol profits are

## "regular as clockwork"

Chemists who display and recommend Nujol find it one of their most profitable lines for these reasons:

1. NUJOL is attractively packaged. Its appearance helps sell it.
2. NUJOL is ready for display the moment it is unpacked. Time, expense and overhead saved.
3. NUJOL has been widely advertised for years. People know about Nujol and ask for it.
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5. NUJOL is fairly priced and offers a generous margin. Push NUJOL and prove these facts.

Send immediately for particulars of special bonus offers for window display!



*Regular as Clockwork*

### PRICES:

2/- size, 16/10 per dozen; 3/- size, 25/2 per dozen; 100 oz. Hospital size 117/6 per dozen.

# Nujol

REGISTERED TRADE MARK.

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Telephone:

HAMPSTEAD 8066

Telegrams

Nufinjol—Norwest—London



....."Fine 'Tosse' Products".....

**NITROSCLERAN  
BISMOGENOL  
EKZEBROL**

EXTENSIVELY ADVERTISED TO THE MEDICAL PROFESSION

Importers: **BOXALL SMITH & CO.**  
163a Strand, London, W.C.2

**The  
Antacid  
Digestant**

**'BiSoDoL'**  
(REGD. TRADE MARK)

is now  
made in  
London

Terms of your Wholesaler or direct to:  
**BiSoDoL Limited**  
12 Chenies St., London, W.C.1.



Established 1833

## BAISS BROTHERS & CO., LTD.

Wholesale and Export Druggists, Manufacturing Chemists and Druggists' Sundriesmen.

### EMULSION SPECIALISTS.

Provide for your Season's requirements.

**GOLD MEDAL CREAM EMULSION OF COD-LIVER OIL** (with Hypophosphites) is one of our leading lines. Attractively labelled and packed. Let us quote you and submit sample.

DELIVERIES BY OWN MOTOR SERVICE IN THE HOME COUNTIES, INCLUDING COAST TOWNS.

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**GRANGE WORKS, LONDON, S.E.1**

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May we call your

attention to:—

**PETROLAX**

(BROWN CARTON)

(REGISTERED TRADE MARK)

THE IDEAL PARAFFIN AND AGAR-AGAR EMULSION

**PETROLAX COMPOUND**

(RED CARTON)

A COMBINATION OF PETROLAX AND PHENOLPHTHALEIN

**PETROLAX ALKALINE**

(BLUE CARTON)

A COMBINATION OF PETROLAX AND MIST. MAGNES. HYDROXIDI

Note the Prices:—RETAIL 2/- (Nominal  $\frac{1}{2}$  lb.) 14/- doz.

„ 3/6 ( „ 1 lb.) 24/- „

„ 6/- ( „ 2 lb.) 44/- „

Stocked by the leading Patent Houses, or direct from the SOLE MANUFACTURERS:—

**C. R. HARKER, STAGG & MORGAN, LTD.**

Mile End, London, E.1

**“KLEN-GREZ”**  
The SAFETY Grease Remover  
SAFE — SWIFT — NON - INFLAMMABLE

HOME  
&  
EXPORT  
ENQUIRIES  
INVITED

SELLS AT 1/-

COMMUNICATIONS TO:—

**JAMES TEMPLETON & CO.**

36 Oswald Street, Glasgow, S.2

“KLEN-GREZ” removes all grease,  
tar, paint, oil, and wax stains,  
and used in the wash it  
will save 40/50% of  
the soap bill.

CHEMISTS SHOULD ALWAYS HAVE IN STOCK

**TOWLE'S  
PENNYROYAL & STEEL PILLS**

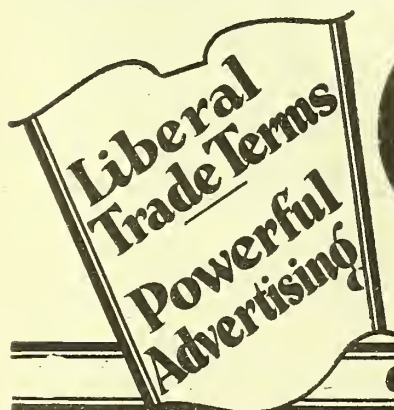
Advertised all over the world.

ESTABLISHED 100 YEARS.

Sole Proprietors:

**E. T. TOWLE & CO., LTD.**

TOLL ST., NOTTINGHAM



**Cephos**  
THE  
PHYSICIAN'S REMEDY  
for

HEADACHE, NEURALGIA, RHEUMATISM, NEURITIS, Etc.

Is now being vigorously advertised throughout the country.

POWDER AND TABLETS. RETAIL AT 1/3 and 3/-

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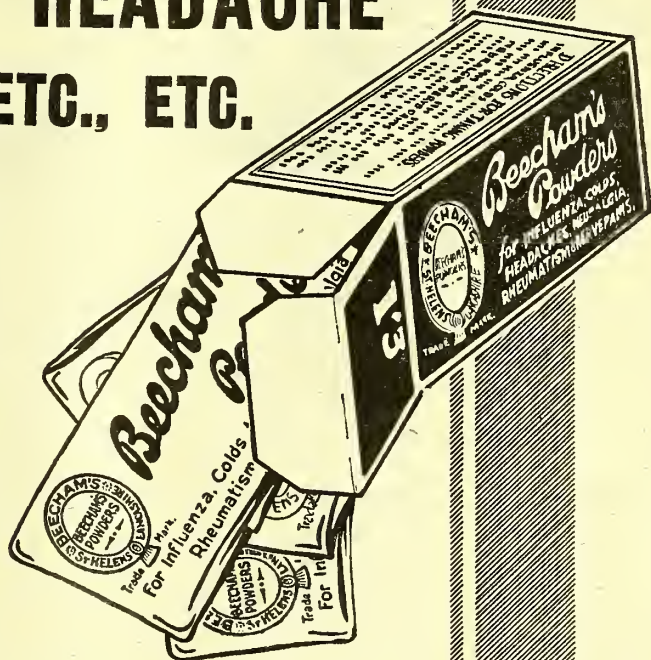
**BLACKBURN**



# REMEMBER!! BEECHAM'S POWDERS

are now the best  
selling winter powder for  
**COLDS, FLU', HEADACHE**  
**RHEUMATISM, ETC., ETC.**

Beecham's Powders are a most efficient and reliable remedy for Colds, Flu', Rheumatism, etc. They have a big demand during the winter months and chemists everywhere would be wise to keep adequate stocks of these powders always on hand. They are a quick selling line, and return a good profit on outlay. Beecham's Powders are protected by the P.A.T.A. and repay any selling co-operation extended to them. Continuous advertising ensures a constant demand.



Order through your wholesaler or direct from  
**BEECHAM'S PILLS LIMITED**  
**CHESTER ROAD, MANCHESTER**



# THE MERITS OF Licoricine

ACTS LIKE MAGIC

It does what is Claimed for it    It is Excellent Value

It yields a Good Profit

It brings Repeats and Profits

Do you get your Share?

LICORICINE SELLS READILY, HAVING BEEN  
ON THE MARKET OVER 60 YEARS.

10 $\frac{1}{2}$ d. size - 8/6 per doz. net

1/3    "    - 12/-    "

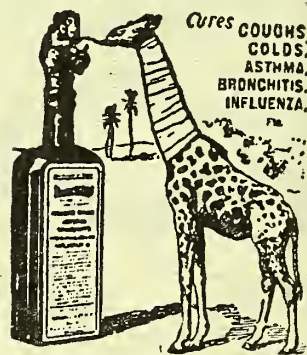
3/-    "    - 27/-    "

£2 worth Carriage Paid.

£6 worth and upwards subject to 5% discount.

Minimum Retail Prices 10 $\frac{1}{2}$ d., 1/3 & 3/-

TO LONDON  
CHEMISTS  
Be sure to increase  
your stocks as  
**LICORICINE**  
is being advertised  
in the London papers



"No case too bad!"

BE

## MANDALL & CO., LTD.

17/23 STEPNEY ROAD, NEWCASTLE-ON-TYNE.

# Vapo-Cresolene

The vapourised antiseptic remedy that for nearly 50 years has been the proved remedy for Coughs, Colds, Bronchitis, Influenza, Asthma and all bronchial troubles.

**A Big Seller**

**yielding Big Profits**

Vapo-Cresolene is one of the lines every Pharmacist should stock

**SEND AN ORDER TO-DAY**

and reap the benefits of the

**EXTENSIVE ADVERTISING**

now appearing in 30 leading Dailies, Periodicals and Magazines, including *Daily Mirror*, *Daily Sketch*, *Daily Mail*, *Daily News*, *News of the World*, *Sunday Graphic*, *Home Chat*, *Home Notes*, *John Bull*, etc.

Allen & Hanburys, Ltd., Lombard St., London, E.C.3

EVERY SALE OF

## HIMROD'S Asthma Cure

**CREATES A SATISFIED CUSTOMER**

**SUFFERERS SEEKING RELIEF FROM**

*The paroxysms of*

**BRONCHIAL ASTHMA**

**Asthmatic Hay Fever**

**Common Colds**

**Nasal Catarrh**

**Bronchitis**



Will be quickly helped by the use of this time-tried remedy. Burn half a teaspoonful, inhale the fumes and the distress vanishes.

**ON THE MARKET FOR OVER 50 YEARS**

"Himrod's Cure is a well known product, very useful in many cases."  
—W. J. Hadley, M. D., formerly lecturer at London Hospital.

May be had from wholesale distributors throughout the world

**Himrod Manufacturing Company, Mfrs.**  
463/5 Eleventh Street, Hoboken, NEW JERSEY, U.S.A.



**A special line for personal recommendation  
at this season of the year**

*Collosol*

## Bromoform Compound

*A prominent South Coast Chemist writes :*

"We are pushing Collosol Bromoform Compound for 'flu cough—it is going astonishingly ; in fact, I have seen better results from introducing this to doctors just now than any preparation hitherto."

*Particulars and terms for all Collosol Products from*

### THE CROOKES' LABORATORIES

BRITISH COLLOIDS, LTD.

Telephone  
(3 lines)—  
MUSEUM  
3663, 3697, 5757

22, CHENIES STREET, LONDON, W.C.1

Export Distributing Agents :  
AYRTON, SAUNDERS & CO., LTD., LIVERPOOL.

Telegrams—  
"COLLOSOL"  
WESTCENT,  
LONDON."

## Sunshine

### Remedies

*including the now famous*

**ANTI-ACID TABLETS**

**"TOXINICON"**

*for Rheumatic diseases*

**GOLDEN-RAY**

**SHAVING SOAP**

*the only soap with an Antiseptic Vaseline centre.*

**SOLEIL D'OR PERFUME  
AND TOILET PREPARATIONS**

WRITE FOR DESCRIPTIVE BOOKLET

**Sunshine Remedies Ltd.**

8 West Halkin Street, S.W.1

Telephone : Sloane 4133.

LONDON CHEMISTS ARE INVITED TO SEND  
THEIR "SUNRAY" PATIENTS TO OUR PRIVATE  
ROOMS. TRAINED STAFF IN ATTENDANCE.

*Write for particulars*

## "ORASEPS"

The New Antiseptic Mouth Wash

*Our advertising in the Press  
has resulted in numerous  
enquiries from the Public.*

**We wish to deal only  
with YOU Mr. Chemist**

*We are anxious that "Ora-  
Seps" should be distributed  
through Retail Chemists, who  
are advised to have stocks  
in hand.*

SPECIAL DISCOUNTS FOR 3, 6 & 12 doz. LOTS.  
LIBERAL SUPPLY OF ADVERTISING MATTER,  
ATTRACTIVE SHOWCARDS AND BONUS FOR  
WINDOW DISPLAYS.

*Obtainable from all leading Wholesale Houses or direct,*

**ORASEPS, LTD.**

Manufacturing Chemists

7 SWAN LANE, LONDON, E.C.4.



# A chance to make more profit

on

## Lysolats

(LYSOL TABLETS)

Entirely BRITISH  
owned and made by  
BRITISH LABOUR.

PATENT 118667

*The safe form of lysol*



### SPECIAL WINDOW DISPLAY BONUS

Parcel No. 1.	Parcel No. 2.	Parcel No. 3.
3 doz. 1/3 size @ 10/6 doz. <b>£1 11 6</b>	5 doz. 1/3 size @ 10/6 doz. .. £2 12 6 1/2 doz. 2/- size @ 18/- doz. .. 9 0 Total cost <b>£3 1 6</b>	10 doz. 1/3 size @ 10/6 doz. £5 5 0 2 doz. 2/- size at 18/- doz. 1 16 0 Total cost .. <b>£7 1 0</b>
Bonus 1/2 doz. 1/3 size.	Bonus—1/2 doz. 1/3 size. 1 tin 2/- size.	Bonus—1 doz. 1/3 size. 1/2 doz. 2/- size.
Parcel sells for <b>£2 8 9</b>	Parcel sells for <b>£4 16 6</b>	Parcel sells for <b>£11 5 0</b>

All orders carriage paid through usual wholesaler.

Buy on Bonus Terms and get the extra tins free.  
Attractive New 3-Panel Showcard sent on request.

**SOLIDOL CHEMICAL LTD.**  
DISNEY STREET, LONDON, S.E.1

## GELABASE

### MEDICATED PASTILLES

ANISEED, HONEY AND CHLORODYNE .. ..	.. ..
BREATHE EASY .. ..	.. ..
BLACK CURRANT AND GLYCERINE .. ..	.. ..
BLACK CURRANT AND LICORICE .. ..	.. ..
CATARRH .. ..	.. ..
CHERRY COUGH .. ..	.. ..
CHILD'S OWN CHEST AND LUNG .. ..	.. ..
GLYCERINE, HONEY AND LEMON .. ..	.. ..
PHOSPH. ORANGE TONIC .. ..	.. ..

# 1'8

per lb.

PACKED IN FREE  
4-lb. TINS.

per doz.

2 oz. tins - 4/6

4 oz. tins - 8/-

*Manufacturers :*

## ROBERT FERBER LTD.

CARLTON WORKS, ASYLUM RD., LONDON, S.E.15





# The 'Aspro' Review



**17% Extra Profits.**

**"British to the Core"**

**New Series Display Features.**



## Beautiful New Display Features Printed in Natural Colours for Exclusive Showing by British Chemists

ACCEPTING the advice of a number of leading chemists to provide high-class display features we have pleasure in announcing the completion of a new series, exclusively produced for chemists.

The illustrations on these pages represent actual photographs of cut-outs just received from the printers. The size of each is approximately 22 by 14 inches, and the printing has been executed in full colour with a gloss finish. The composition display shown below is a folding combination in group form of the same figures and has been produced to place on counters, shelves, and in corners and recesses.

From the point of artistic value these displays will not only attract attention, but they will add tone to your display work—give an undeniable impression of progression—and the 'ASPRO' messages link your store to the largest medicine advertising campaign in the world.

Simply write or 'phone, and a complete set will be forwarded to any chemist in Great Britain.

There is no doubt that the new displays will further enhance 'ASPRO' sales for chemists. Turn up your ledger and analyse your 'ASPRO' purchases. IF YOU ARE NOT BUYING ON OUR BONUS TERMS you are losing an additional 17 per cent. net profit, so figure out exactly what this extra per centage would mean to you EACH YEAR. With the cost of doing business rising higher year by year, is it good business to MISS an extra 17 per cent. net?

The 'ASPRO' bonus is as follows:—On a one gross order for 10's the bonus is one dozen packets; on half-gross order, 2 dozen packets. Half gross 10's is the minimum order accepted for Bonus purposes.

## 17% Extra Profit if You buy Your 'ASPRO' Supplies on Bonus Terms

On a one gross order for 27's the bonus is 2 dozen packets, on a half-gross order 1 dozen packets, and on a quarter gross order ½ dozen packets. A quarter gross order is the minimum quantity. There is no bonus on 60's or 5's.

The conditions are that the Chemist who buys on these terms undertakes to display prominently 'ASPRO' advertising matter in his shop window for 14 days, and sell at advertised prices. As 'ASPRO' is so extensively advertised, this action will not only bring customers into the Chemist's shop to purchase 'ASPRO', but should enable the Chemist's staff to make other sales to these customers. Acceptance of Bonus is considered acceptance of conditions regarding display and selling prices. For Bonuses it is not necessary to buy both sizes at the same time, i.e.,

single lots 6 dozen 10's or 3 dozen 27's will qualify the Chemist.

You order as follows:—We do not sell direct to the Chemist. All our business goes through Wholesalers. Orders may be sent either to your Wholesaler or direct to us. If to us, state the name of your Wholesaler, so that we may forward the order on and the Bonus will be supplied direct by us.

Ordinary prices for 'ASPRO' are as follows:—

3d. size containing 5 tablets 2/3 dozen.  
6d. size containing 10 tablets 4/6 dozen.  
1/3 size containing 27 tablets 11/6 dozen.  
2/6 size containing 60 tablets 21/- dozen.  
Less 2½% 30 days.

NOTE.—2/6 size contains 10 extra tablets. The 1/3 size 2 extra tablets.

'ASPRO' consists of the purest Acetyl Salicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Agents—  
**GOLLIN & CO. PTY. LTD.**  
(Aspro Dept.)

**SLOUGH, Bucks.**

Phone — Slough 603.  
No proprietary right is claimed in the method of manufacture or the formula.



Made by **ASPRO LIMITED**  
Slough, England



**Composite Display for Shelves and Recesses.**  
**Printed in Full Colours.**



# “UROTEX”

Regd. Brand

## KIDNEY, BLADDER & RHEUMATISM TABLETS

### The Big Advertising Campaign now in operation

includes the following Papers:—

“Daily Mail”  
“Daily Express”  
“Daily News”  
“Daily Chronicle”  
“Evening News”  
  
“News of the World”  
“Empire News”  
“People”  
“Sunday Chronicle”  
“Sunday Dispatch”  
“Sunday News”  
“Reynolds’s”

### ARE ENJOYING SUCH LARGE SALES BECAUSE OF

- (1) Their High Therapeutic Value.
- (2) The Big Advertising Campaign.
- (3) The Large Public Demand for this Line.

“UROTEX” Brand TABLETS, a Big Success in the U.S.A., although only recently introduced to the Trade and General Public in this country, have in a very short time quickly established themselves as a Quick and Ready Seller. You should therefore order Your Stock To-day and thereby secure YOUR Profit on this Highly Popular Line.

Regd. Brand

### Urotex

Kidney, Bladder and Rheumatism Tablets.  
**DIURETIC AND ANTISPASMODIC COMPOUND IN ACID CONDITIONS**

Take one tablet after each meal. Follow complete directions enclosed for best results.

1 week's supply, Price 3/-

Sole distributors for

**The Knox Company**  
G.M. WILLIAMS & Co.  
81 Lamb's Conduit St.,  
London, W.C.1

Write for Full Particulars of Generous Trade Terms to **SOLE DISTRIBUTORS** for the **KNOX COMPANY** in **GREAT BRITAIN**

**G. M. WILLIAMS & CO.,** 81 Lamb's Conduit Street, LONDON, W.C.1

Telephone: Museum 5744

### DISPENSING LINES TO NOTE

## “ARCOLAX”

A natural Vegetable Product for the treatment of Habitual Constipation.

Boxes **3/4**

## “ROBUVAL”

Elixir Strontii Bromid. et Valerian.  
Deodorat. An extremely palatable  
Calative and Nerve Sedative.

8 oz. Bottles **3/6**

Prepared and extensively advertised by

**ROBERTS & CO.**  
PHARMACIENS

76 NEW BOND STREET, LONDON, W.1

Telephone: MAYFAIR 4173-4.

## CAMWAL

TABLE WATERS - in Syphons & Bottles  
LEMONADE POWDER } in Packets, Cartons,  
AQUAPERIA WATER } and Canisters.  
or SALTS (P.A.T.A.) } **WINDOW**  
LEMON SQUASH - in 26oz. Bottles **DISPLAYS.**  
(with plain or Soda water forms a delicious drink).

HOME and EXPORT PRICES and TERMS on application

**CAMWAL, Ltd.** LONDON, MANCHESTER, BRISTOL  
BIRMINGHAM, HARROGATE.  
Victory House, 99 Regent St. (Piccadilly End), LONDON, W.1  
Telephone: Gerrard 5714-5

## RIDGE'S FOOD

for Infants, and Adults of all ages.

WELL ADVERTISED to the GENERAL PUBLIC.

SAMPLES, ADVERTISING MATTER and SPECIAL  
DISPLAY TERMS ON APPLICATION TO:

ROYAL FOOD MILLS, LONDON, N.16



# MILLAMALT

For those people who cannot take Cod Liver Oil

# MILLAMALT

contains Vitamins A, B, C & D in the correct proportions so that the recommended dose is sufficient for all requirements.

# MILLAMALT

contains double the Vitamins A & D present in the finest Cod Liver Oil without the fishy taste.

# MILLAMALT

is of a delightful flavour and can be taken with the same pleasure as chocolates.

---

	PRICES	RETAIL
1 lb. -	12/- per dozen	1/6 each
2 lb. -	22/- „	2/9 „

Samples to sell at 2d. each, 1/6 per dozen, or

3 dozen order,	1 dozen free
6 „	3 „
12 „	12 „

---

*Write for Samples and Prices.*

ATTRACTIVE GET-UP, AMPLE LITERATURE AND SHOW MATTER.

## JEFFREYS MILLER & CO., LTD.

MALT EXTRACT MANUFACTURERS,

LEYLAND MILLS,

WIGAN

Phone : 327 Wigan

Tel : Maltum  
Wigan



# “Edme”

## Malt Extract with Cod Liver Oil

Guaranteed pure and free  
from Preservatives

Manufactured  
from Selected  
Barley Malt  
and the Finest  
Norwegian  
Cod Liver Oil

Works:  
Mistley, Essex.

Write for quotation and sample

**Edme Ltd**

122, Regent St,  
London, W.I.

Telephone: Regent, 6719. Telegrams: “Edme, Piccy, London”

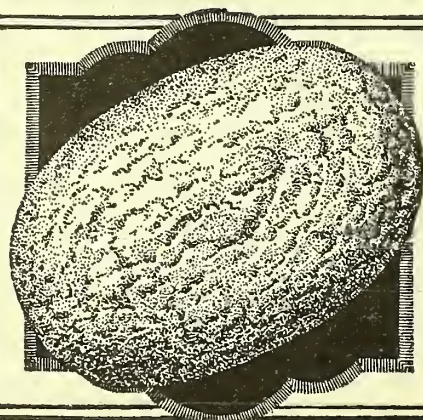
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Safest Infants’  
Medicine of  
over 130 years’  
standing.

**ATKINSON & BARKER’S**  
**INFANTS’ PRESERVATIVE**

Does not  
contain  
any  
Scheduled  
Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER



Two thirds  
actual size

## Bath Rusks

Unsolicited testimonials daily for Carr’s famous Bath Rusks which are ideal for babies and young children. Scores of letters from grateful mothers. Recommended everywhere.

Made only by  
**CARR’S** of Carlisle

The Oldest House in the Trade



# OSTOMALT

**"OSTELIN" VITAMIN D · MALT EXTRACT · ORANGE JUICE**



**A PALATABLE  
PREPARATION  
PRESENTING  
Vitamins A.B.C. & D.**

"MALT AND OIL" preparations do not usually contain more than 10 to 16 per cent. of cod-liver oil and that often of small Vitamin D potency. "OSTOMALT," however, contains the Vitamin D equivalent of 50 per cent. of cod-liver oil of maximum potency added in the form of "Ostelin" Vitamin D.

"OSTOMALT" includes, in addition, selected malt extract rich in Vitamin B; concentrated orange juice (Vitamin C); and an adequate addition of Vitamin A. It thus presents all the vitamins required for nutrition, growth, and general health. It is nearly four times as stimulating and nourishing as the finest cod-liver oil and malt extract.

Children find the flavour of "OSTOMALT" attractive and adults prefer it to cod-liver oil preparations, because it causes no digestive troubles.

*TWO SIZES ONLY.  $\frac{1}{2}$  lb. jars, 2/6;  
1 lb. jars, 4/-.*

## COLLOIDAL CALCIUM

**with  
"Ostelin"  
Vitamin D**

is the latest advance in calcium therapy, specially introduced for intensive treatment, by hypodermic injection, of conditions associated with defective calcium metabolism. The presence of the Vitamin D regularises the assimilation of the Colloidal Calcium, and also prolongs its effect. The isotonic solution of Vitamin D in which the calcium is suspended is equivalent in value to fifty times its volume of cod-liver oil of maximum potency.

*Address enquiries for special display terms to SALES MANAGER, Glaxo House, 56 Osnaburgh Street, London, N.W.1.*

*Boxes of six 1 c.c. Ampoules, 5/- each.*



# MARMITE

**D**OUBTLESS you have seen the striking Marmite advertising. Nobody could miss it. Your customers have seen it too. Like everybody else, they will want this great Yeast Food, so strongly recommended by medical authority. Will you help to make Marmite one of the most profitable quick-sellers you can stock?

Send your order now.

## RETAIL PRICES

1 oz. Jars, per doz. 6/-	8 oz. Jars, $\frac{1}{2}$ doz. 15/-
2 oz. " " 10/-	8 oz. " per doz. 30/-
4 oz. " " 18/-	16 oz. " $\frac{1}{2}$ doz. 27/-
16 oz. Jars per doz. 54/-	



MARMITE FOOD EXTRACT CO., LTD.,  
Mining Lane House, 59, Eastcheap, London, E.C.3.

## SPECIAL B.P. CADIZ SHERRY

Full duty, shipped expressly from  
our Spanish House for Chemists'  
use in B.P. Preparations by

**LAMB & WATT, Limited,**  
46/48 St. Anne Street,  
**LIVERPOOL**

Established 1847.

*who also specially manufacture*

**B.P. ORANGE WINE, "WIN FERRO,"**  
**TONIC BLOOD WINE, "CROWN" Brand,**  
**LIEBIG'S MEAT AND MALT WINE.**

Green Ginger, Raisin, Cowslip, Elderberry,  
etc., made only from the fresh fruit. Purity  
fully guaranteed. Highest Awards at all  
Exhibitions where shown.

Full Strength **AUSTRALIAN RED,**  
**TAWNY AND WHITE WINES,**  
**AUSTRALIAN SHERRY** and  
:: every kind of Foreign Wine. ::

WRITE FOR PRICES AND SAMPLES

ORDER NOW  
FOR WINTER  
TRADE.



## MASON'S Ginger Wine Essence

QUICK  
SALES

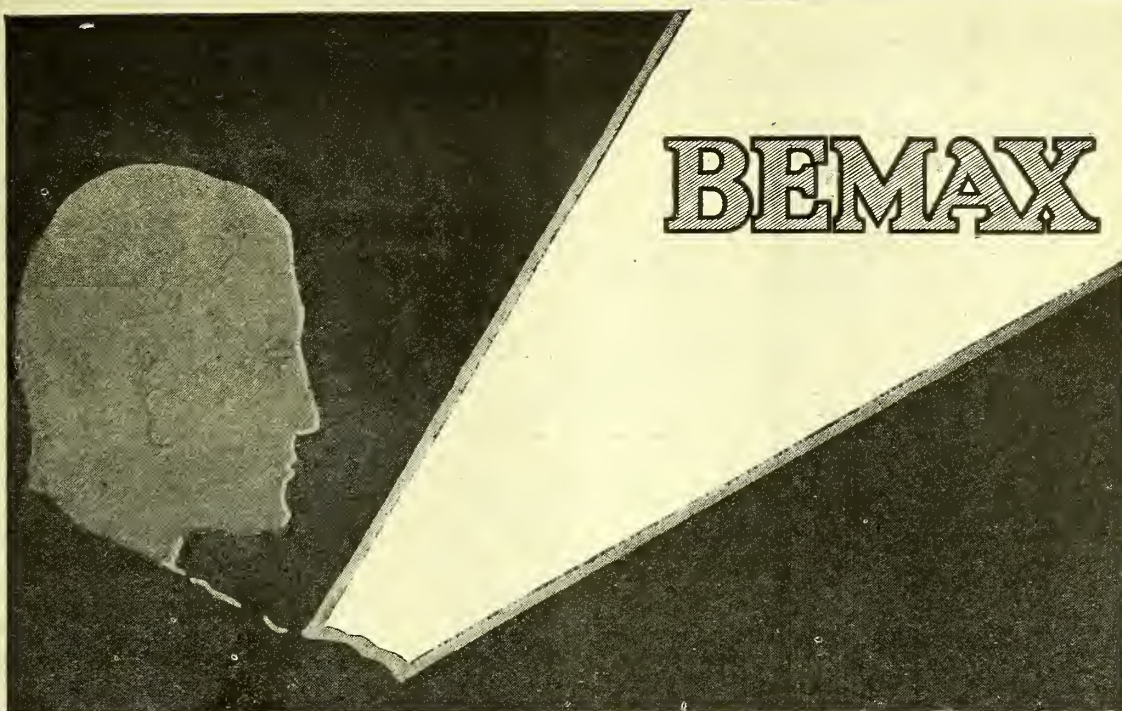
GOOD  
PROFIT

Liberal Window Show Allowance  
Artistic Display Material

SEND FOR PRICES.

**NEWBALL & MASON, LTD. NOTTINGHAM**





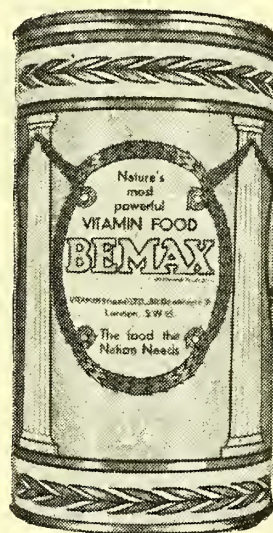
## The Climax of Vitamin Research

Research specialists say our food lacks the one vitamin essential to sustain healthy life—Vitamin B. By restoring this Vitamin to our diet most of the common illnesses become unnecessary.

BEMAX is the richest known source of natural Vitamin B.

BEMAX is being Nationally advertised. Link up with this campaign by displaying BEMAX on your counter and in your window, and so secure a share of this profitable business.

Display material and literature supplied with every order.



**THE FOOD WE  
ALL NEED**

### BEMAX TRADE TERMS

	P.A.T.A. Protected Face Value.	per doz.	3 doz. 1 lb. or equivalent per doz.	6 doz. 1 lb. or equivalent per doz.	12 doz. 1 lb. or equivalent per doz.
1 lb. size ..	2/6	22/6	22/-	21/3	20/6
2 lb. size ..	4/6	40/6	39/6	38/-	37/3
Hospital size	20/-	15/- each	—	—	—

*Sole Distributors :*

**FASSETT & JOHNSON, LTD., 86 CLERKENWELL ROAD, LONDON, E.C.1.**

Manufacturers : **VITAMINS (1928) LTD., 38 Danemere Street, London, S.W.15**



# 5 "Reasons Why"

1. Carefully made from best rubber.
2. Seams sewn and reinforced.
3. Stands a strain of  $2\frac{1}{2}$  tons.
4. Made by a firm with 100 years' experience.
5. Well-finished and guaranteed perfect.

## The "SAFETY" HOT-WATER BOTTLE

is the soundest  
value and the finest seller on  
the Market.



*Place your Orders now—the cold weather has come.*

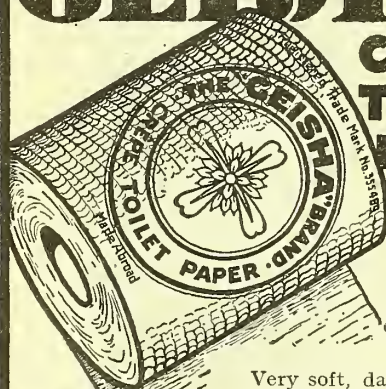
Owing to the enormous demand for the Safety H.W.B. during the winter, we respectfully ask customers to place orders now for delivery as and when required. We are also manufacturers of Rubber Surgical Goods of every description—Toilet Holdalls, Sponge Bags and Proofed Sheeting.

**P. B. COW & Co., Ltd., 46-47 Cheapside, London, E.C.2**

ESTABLISHED 1836.

CFM

# GEISHA



**CRÊPE  
TOILET  
PAPER  
de Luxe**

*Famous for  
a Quarter  
of a Century*

Very soft, dainty, soluble.  
Perfectly perforated. Fits  
standard holder. In fine  
wooden cases containing  
144 rolls.

Write for Sample Roll  
and Prices to:—

**5<sup>D</sup> PER  
ROLL**  
**H.C. STERN**

12, FARRINGDON AV., E.C.4. Phone: CENT. 3140

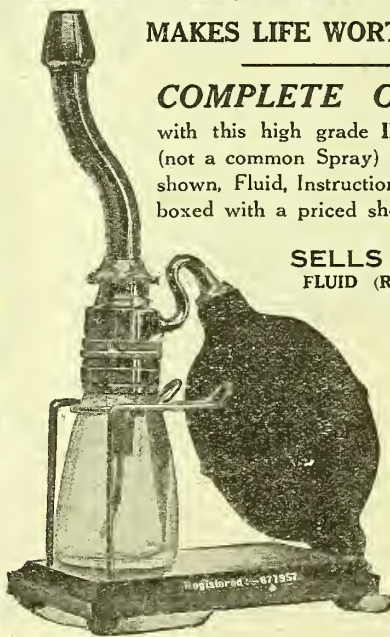
## ZEALS ASTHMA FLUID

MAKES LIFE WORTH LIVING

### COMPLETE OUTFITS

with this high grade INSTRUMENT  
(not a common Spray) and Stand as  
shown, Fluid, Instructions, &c., neatly  
boxed with a priced show ticket.

**SELLS AT 25/-**  
FLUID (REFILLS), 5/-



Thousands  
in use in  
all parts of  
the World.

Write for  
terms and  
booklets,  
or order,  
through  
Whole-  
saler.

**ZEALS ASTHMA FLUID & ATOMIZER CO., LTD.**  
84 Uphill Park Road, WESTON-SUPER-MARE.





**J. PILLISCHER, Ltd.**  
88 New Bond St., W.1  
*The "International" Microscope*  
IMPROVED MODEL  
2 Eye Pieces.  $\frac{1}{2}$  &  $\frac{3}{4}$  Object Glass  
Magnifying Power 50 to 420 diams.  
In case with lock and key.  
Sent free to any part of  
the World on remittance of  
**£14:6:0**  
*The Lancet says:*  
"We can conscientiously recommend it to all who really want a useful instrument."  
Enquiries invited for all other kinds of Microscopes, Optical and other scientific instruments.  
15 GOLD MEDALS  
16 GRAND PRIX

## SURGICAL DRESSINGS

of all kinds

ABSORBENT LINT  
BORIC LINT  
COTTON WOOL  
SURGICAL GAUZES  
BANDAGES  
GAUZE TISSUE  
CAPSICUM TISSUE  
SANITARY TOWELS



WHOLESALE AND EXPORT ONLY

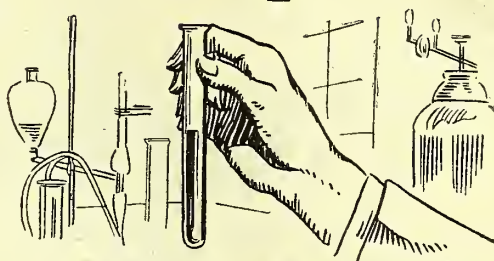
ALL THE PROCESSES of manufacture, including Weaving, Bleaching, Raising, Medicating and Making-up are carried out in our own works

**VERNON & CO. LTD**

Manufacturers, Bleachers and Medicators of Surgical Dressings  
PENWORTHAM MILLS, PRESTON, LANCs

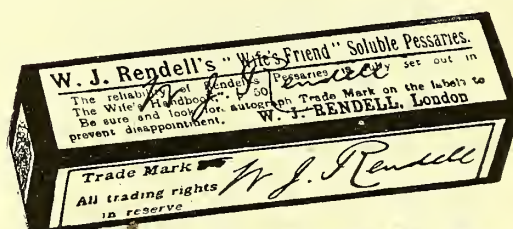
## RENDELLISMS

4



## Of unvarying Character

Because they are manufactured and tested in up-to-date laboratories by skilled workers, under competent supervision, Rendell's can always be relied upon for their purpose and therefore establish goodwill between Chemist and Customer.



## RENDELL'S SOLUBLE QUININE PESSARIES

Dignified display matter and interesting literature supplied free on application. Chemists everywhere find them unrivalled for making new customers—permanent, profitable ones. You can get Rendell's from your wholesaler to retail at 2/6 (P.A.T.A.) per box. Remember the public will not accept substitutes.

**W. J. RENDELL LTD.**

15, CHADWELL STREET, LONDON, E.C.1.



**WHY DID NO ONE THINK OF THIS BEFORE?**

THICK ONE SIDE  
**"EITHERWAY"**  
 THIN THE OTHER  
 PATENT APPLIED FOR  
**HOT WATER BOTTLE COVER**

Write for full particulars concerning this new idea and also concerning  
 "Dreamland" Art Silk Covers to—

**SOLPORT**  
 BROTHERS LIMITED

184 TO 190 GOSWELL ROAD, LONDON, E.C.1

REGISTERED

**Reliance**

TRADE MARK

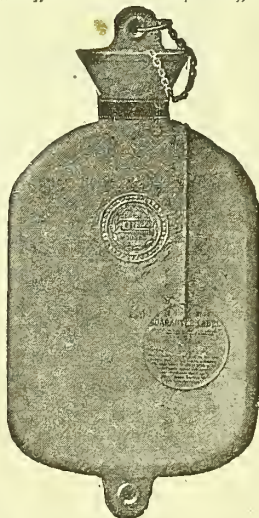
British Seamless Moulded

**HOT WATER BOTTLES**

"RELiance STANDARD"  
 3 quart .. 4/11 retail  
 2 1/2 " .. 3/11 "



WRITE  
 FOR  
 SAMPLES  
 AND  
 LIST



The famous  
**"SLEEPING BEAUTY"**  
 COMPETITIVE LINE

sustains your profit  
 against price cutters.

**Reliance Rubberware Ltd.**

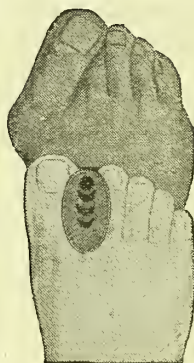
Factories - Formosa Street and Amberley Road, Paddington, W.9  
 Telephone: Padd. 6886. Telegrams: "Rubberware," London

**Dr. SCHOLL'S  
 TOE-FLEX**

Is the recognised corrective device for crooked big toes, bunions, enlarged, painful joints and overlapping toes. Its enormous sale is being continually increased by a steady flow of national advertising in all the most widely circulated newspapers and magazines. Dr. Scholl's Toe-Flex shows a satisfactory margin of profit. Made of pure Para rubber in three sizes. Retail price, 2/- each.

Write to-day for full particulars.

**The SCHOLL MFG. CO., LTD.**  
 Granville Square, London, W.C.1:



**"TINALLUM" TUBES**

**25% to 30% Cheaper than Tintubes**  
**100% Superior to Tincoated Lead Tubes**

Safe for TOOTHPASTE, COLD CREAM,  
 VANISHING CREAM, SHAVING CREAM,  
 &c. Artistic decoration. Coloured caps.

Literature and Samples on request.

**AGENTS WANTED IN BRITISH DOMINIONS.**  
**ANDERSEN & BRUUNS FACTORIES LTD.**  
 COPENHAGEN F., DENMARK.





*The First-Aid Plaster Dressing*  
**EMERGOPLAST**  
*The Ready-for-Use dressing for Cuts, Abrasions etc.*

Send for sample and  
full details of this  
ready - selling high  
profit line.

A certain repeat  
business bringer.

SUPPLIES OBTAINABLE  
FROM ALL  
WHOLESALE HOUSES.

Dept. "P,"

EDWARD TAYLOR LTD., SALFORD, Lancs.

Always  
keep a display  
of

**NORVIC**

BLUE CARTON  
CRÊPE BANDAGES

Cost	2"	2½"	3"	3½"	4"
Sell	12/-	15/3	18/3	21/3	24/3
	1/6	1/11	2/3	2/8	3/-

You will  
find it pays!

Stocked by all the leading wholesalers



Best sellers  
The public is asking  
for **ZEAL**

**CLINICAL**

**THERMOMETERS**

because they are:-

**GUARANTEED TO**

**STAY ACCURATE**

**CONSISTENTLY**

**ADVERTISED**

Made by

**ZEAL**

- the name the  
public knows.

G. H. ZEAL, LTD.,  
75 & 77, St. John St., London, E.C.1.



Prevents that "Cold-Water Feeling" down your back

**"KOZENI"** Regd. Letters  
Patent 300777

The **BETTER-HEALTH** Vest

A new Hygienic WOOL VEST  
that protects the Spinal Nerve  
System, Prevents Colds, Chills,  
Shivers, alleviates Suffering,  
Lumbago, Sciatica, Neuritis,  
Rheumatic, etc., etc.



Awarded Diploma of Merit at Exhibition, London, 1929.  
Very highly commended by the Medical and Surgical profes-  
sions. Thousands have already been sold, packed in cello-  
phane envelopes and cardboard box. Sizes for Men, Women  
and Children (Winter and Summer weights). Retail revised  
prices: Large, 6/6; Med., 5/6; Child's, 4/6. 33 1/3% discount.

Through your Wholesaler or direct from the Patentee,  
**E. SENIOR, OSSETT, YORKS.**



**Every dog-owner  
will wish  
to read  
this  
leaflet**



DOG owners who read these leaflets become regular and intelligent users of dog medicines. Mr. G. Booker, M.P.S., of Doncaster, wrote: "We are pleased to say that the counter slips are responsible for a **LARGE INCREASE** in our Bob Martin SALES."

ON receipt of a postcard we will be pleased to send you a Display Container holding 150 leaflets, together with a small window bill or any other display material (showcards or display screens) which you would like to have.

**BOB MARTIN, LTD.,**

Dog Medicine Manufacturers since 1892,  
Southport, Lancs.

The sales of Bob Martin's Tasteless Condition Powders are twice as great as the sales of any other dog medicine.

## OAT STACK— —A RAT HIVE!

A customer in Middleham, Yorks, writes:—

"A farmer friend of mine told me he was troubled with Rats, and the Rats had turned an oat-stack into a Rat Hive. I advised him to get a tin of **RODINE**; he did so—a large tin. Instead of following the directions he took off the lid and put down the tin, yet the following morning they gathered over 100 dead Rats. How many others were killed one cannot imagine."

**RODINE** clears out the rats and saves pounds. One tin of **RODINE** will save you many pounds per year.

You simply lay down **RODINE** and pick up rats and mice—dead.

Write the Maker for Best Terms.

**THOMAS HARLEY, M.P.S.,** Manufacturing Chemist, Rodine Works, **PERTH, Scotland.**

**"RODINE"**  
stops them for good

## BATTLE'S PROFITABLE LINES

*specially packed for the Trade*

# STOKALIN

A SURE REMEDY

*for all kinds of*

FEVER and INFLAMMATION in COWS  
and CALVES, SHEEP, PIGS, HORSES

**COW or UDDER SALVE**

**LAMBING OILS**

**CARBOLISED OILS**

**EMBROCATION** (Household, Footballers', Vety.)

**LYSOL DISINFECTANTS**

Large Profits. Special own name packing.

Write to:—

**BATTLE, HAYWARD & BOWER  
LINCOLN**

*Christmas Window  
Posters, Showcards,  
& Window Decorations*

will give that finishing touch to convince the potential buyer that yours are the goods for Christmas presents. Illustrated List, in colours, No. C.D. 1150, showing tickets, posters, window slips, and all decorations applicable to the festive season, free on mention of this journal.

**DUDLEY & CO. LTD.** 451 HOLLOWAY RD.  
LONDON, N.7.  
City Showrooms—65-66 FIFE STREET, E.C.

## KILLING for PROFIT

8 oz. size 2/-  
16/9 per dozen

16 oz. size 3/-  
25/6 per dozen

Lithographed Guaranteed  
Handsprayers 2/6 each  
21/- per dozen.

There are good profits for you in the war on flies and other insect pests—if you sell **REN**—the quickest, cleanest and surest killer on the market. British. Guaranteed to kill and better than all imitations.


Send your order TO-DAY to secure arresting FREE 6 COLOUR WINDOW DISPLAY.

# REN

**LIQUID INSECT KILLER**

**TIBO PRODUCTS (INTERNATIONAL), LTD.,**  
Audrey House, Ely Place, E.C.1.

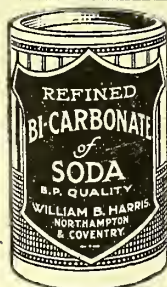




**ROBINSON'S of  
CHESTERFIELD  
for  
CARDBOARD  
BOXES**

ROUND · OVAL · SQUARE · FOLDING

ROBINSON & SONS LTD.  
CHESTERFIELD & LONDON



## BEADED BOXES

The boxes illustrated above are finding increasing favour amongst chemists. They are dust-proof and air-tight and of a very attractive appearance.

Fitted with a flanged metal lid which is easily lifted out they form a very useful container.

Blank panel on reverse side for printing in Customer's name and address.

**ROBINSON & SONS, Ltd.**

Manufacturers of ROUND, OVAL, SQUARE AND FOLDING  
CARDBOARD BOXES.

**CHESTERFIELD**

# CELLOPHANE

The ideal **transparent** wrapping **absolutely** harmless, air and grease proof, as used by all the leading Perfumers, Soap Manufacturers, etc., etc., for wrapping Soaps, Drugs, Tablets, Bath Crystals, Perfumery, Surgical Dressings, Sponges, Puffs, Soothers, Tooth Brushes and all Articles of Toilet.

Cellophane can be had in sheets, all sizes and colours; also in the shape of **Bags, Discs, Envelopes** printed or not, allowing the contents to be seen by transparency.

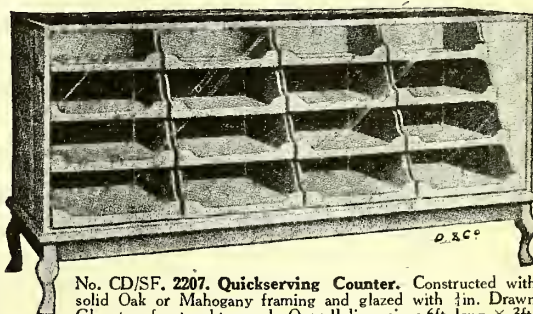
Cellophane wrapped goods **look better—keep better—sell better.**

Cellophane **protects, beautifies,** and adds the quality touch.

Prices, Samples and Particulars from  
**The CELLOPHANE COMPANY LTD.**  
7, 8 and 9 Bird Street, LONDON, W.1

Also 305-7 PRODUCE EXCHANGE, MANCHESTER.  
35 MILLER STREET, GLASGOW.

## Don't Walk round your Counter to serve



No. CD/SF. 2207. **Quickserving Counter.** Constructed with solid Oak or Mahogany framing and glazed with  $\frac{1}{16}$  in. Drawn Glass top, front and two ends. Overall dimensions 6ft. long  $\times$  3ft. high  $\times$  2ft. wide. Interior fitted 16 solid Oak trays. All trays are 15 $\frac{1}{2}$  ins. wide. Top row is 12 ins. back to front, second row is 15 $\frac{1}{2}$  ins. back to front, third row is 18 $\frac{1}{2}$  ins. back to front, and bottom row is 21 $\frac{1}{2}$  ins. back to front. Mounted on fluted and tapered legs fitted with ingeniously designed metal adjusting feet. **£22 : 0 : 0** each

With the aid of these Quickserving Counters in your shop you definitely obviate waiting customers. Any item can be seen and served in a minimum of time thereby ensuring good service to your customers.

**This Counter can be supplied on an initial payment of 41/2 A further 11 equal monthly payments makes it your own complete property.**

Send for our fully illustrated list of Cases, No. C.D.1078.

**DUDLEY & Company, Limited**  
451 Holloway Road, London, N.7.

City Showrooms : 65/66 FORE STREET, E.C.



# GLASS BOTTLES

Large Stocks of PHIALS, PANEL FLATS, COUGH MIXTURE PANELS, MEXICAN FLATS, CANNON ESSENCES, &c., at low prices.

Write for Prices to—

**FREDK. YOULDON**

(Formerly Proprietor of E. Youldon, Established 1840.)

68 BASINGHALL STREET, LONDON, E.C.2.

'Phone : Metropolitan 4929.

Telegrams: "Youldon, Ave, London."



## Machine Made Poison Bottles

Have the following advantages over Hand-made Bottles :

**ACCURATE CAPACITY. UNIFORM SHAPE.  
UNIFORM SIZE of NECK. UNIFORM COLOUR.**

Stocks kept of the following sizes in Flat and Hexagon. Blue or Green.

<b>Original Crates</b>	$\frac{3}{25}$	$\frac{1}{15}$	$\frac{2}{10}$	$\frac{3}{6}$	$\frac{4}{5}$	$\frac{6}{4}$ & 8 oz.	$\frac{4}{4}$ Gross
------------------------	----------------	----------------	----------------	---------------	---------------	-----------------------	---------------------

Packed in straw bundles or corrugated partitioned boxes.

ONLY WHOLESALE HOUSES SUPPLIED. ENQUIRIES INVITED.

**Weiss, Biheller & Brooks, Ltd.,** 70/1 Chiswell St., E.C.



# Corks

OF EVERY DESCRIPTION.

Send us your Enquiries,  
and compare our prices.

WHOLESALE & EXPORT.

**C. OLLEY & SONS, LTD.**

ESTABLISHED 1844.

Camperdown St., and Gt. Alie St., London, E.1.  
Tel. No. : Royal 2868. Tel. Add.: "Circumference, Ald, London."

**METALLIC CAPSULES**  
for all purposes.

**The Tonkin Metallic Capsule Co.**

Proprietors - C. Olley & Sons, Ltd.

**KARL HÖLL A.-G.,**  
Langenfeld, near Cologne, Germany  
EXPORT TO ENGLAND SINCE 1884.

Manufacturers of:—

**TUBES** of all kinds,  
plain and decorated.

**SPRINKLER TOPS** of  
all sizes and styles.

**IMPORTANT :** When asking  
for quotations send samples already used and  
state quantities required. Goods will arrive  
in 3-4 days with direct steamer from Cologne.



## DISPENSING BOTTLES

Pale Green or White. :: :: Machine Made.  
All sizes from 1 oz. to 40 oz. Accurate for Measure.

RETAIL ORDERS HANDLED.

**Save 20%** ON YOUR  
BOTTLE ACCOUNTS

PHIALS, POISONS, PANEL FLATS, Etc.

Send for our Price List to the ONLY ADDRESS

**E. & A. SMITH**

27 Coate St., Hackney Road, London, E.2

Telephone : BISHOPSGATE 7845.





**Why KORK-N-SEAL is the ideal cap for your product.**

1. It is removed by hand. No Corkscrew, opener or tools of any kind necessary.
2. It re-seals perfectly—as often as desired.
3. It keeps your product fresh and pure to the last drop.
4. It is sanitary—protects the pouring edge of the bottle.
5. It prevents leaking under any condition.
6. It makes a neater and more distinctive package.
7. It cuts capping costs and makes for factory saving.
8. It does away with corking—wiring—waxing and other combinations.
9. It provides an unusually attractive advertising opportunity. Your name or trade mark may be lithographed in colours on Kork-N-Seal. This gives you an advertisement that will last long after the contents of the bottle are used.
10. The position of the little lever is a "danger signal" that indicates at a glance whether the bottle is sealed or not. No other bottle closure has this feature.

*British made throughout at our own Works, Charlton, S.E.7.*

**WHEN** the all-important question of closures arises, study Kork-N-Seal. Its use means simple opening and perfect re-sealing, lasting advertisement, better finish and a splendid selling point. Thousands of modern manufacturers now use Kork-N-Seal exclusively. May we discuss its application to your product?

## KORK-N-SEAL LTD.

Manufacturers of Aluminium, and decorated Tin closures of every description.

40-43, NORFOLK ST., STRAND, LONDON, W.C.2.

Telephone: Temple Bar 6680. Telegrams: Korkanseal, Estrand, London.



### *The Logical closure for*

Catsup	Flavourings	Proprietary Medicines
Salad Dressing	Malts	Medicinal Wipes
Vinegar	Toilet Articles	Furniture Polish
Olive Oil	Antiseptics	Shoe Polish
Mustard	Serums	Stains
Salad Oil	Disinfectants	Oils
Olives	Citrate of Magnesia	Shellac
Horseradish	Effervescent	Varnish
Fruit Juices	Salts	Dyes
Syrups	Pharmaceutical preparations	Cleaning Fluids
Extracts		Ammonia
		Peroxide

And all products used gradually.

Patents  
1926  
1921  
1928



REGISTERED



TRADE MARK

No. 26866.

# WOOD BROTHERS GLASS CO. LTD.

(ESTABLISHED 1828)

**BARNSELEY - - ENGLAND**

## Pharmaceutical Glassware of all kinds

DISPENSING BOTTLES  
CHEMISTS' SHOP BOTTLES  
INFANTS' FEEDING BOTTLES  
SOXHLET BOTTLES. EYE-BATHS

## Designers & Manufacturers of Glassware for Perfumes, Cosmetics and Bath Salts

SPRINKLER NECK BOTTLES  
WHITE OPAL AND ROSE PINK  
FROSTED GLASSWARE

## Laboratory Ware in Highly Resistant

### Glass

BEAKERS AND FLASKS  
VOLUMETRIC APPARATUS  
BOTTLES IN RESISTANT GLASS

### Colours

WHITE FLINT, MEDICAL TINT, PALE GREEN,  
ACTINIC GREEN, AMBER, BLUE and ART COLOURS

*All our Manufacture is of the Highest Quality*



# THE CHEMIST AND DRUGGIST SUPPLEMENT

42 CANNON ST.  
LONDON E.C.4

DECEMBER 7, 1929

*This Supplement is inserted in every copy of The Chemist & Druggist.*

## THE CHEMIST AND DRUGGIST SUPPLEMENT REVISED ADVERTISEMENT TARIFF.

Businesses Wanted and for Disposal, Premises to Let, Goods for Sale and Agencies—6/- for 50 words; every additional 10 words or less, 6d.

SITUATIONS OPEN—6/- for 40 words; every additional 10 words or less, 6d.

SITUATIONS WANTED—2/- for 18 words; every additional 10 words or less, 6d.

Legal Notices, Tenders, Auctions, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column).

Miscellaneous (Wholesalers') Section for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less.

EXCHANGE COLUMN (for Retailers, etc.)—Twopence per word, minimum 2/-.

### BOX NUMBER.

In each case replies may be addressed to a registered number or nom-de-plume, c/o this Office, at a charge of 1/- extra for each advertisement.

### PAYMENT.

All Advertisements are prepaid, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

THE CHEMIST AND DRUGGIST, 42 Cannon Street, LONDON, E.C.4.

Telephone: Central 3617 (3 lines).

Telegrams: "Chemicus, Cannon, London" (2 words).

## CLOSING FOR PRESS.

MUST REACH US  
NOT LATER THAN

FIRST POST

ALL ADVERTISEMENTS INTENDED FOR  
INSERTION IN THIS SUPPLEMENT  
THURSDAY MORNING.

## CHEMISTS' TRANSFERS.

Messrs. Orridge & Co., 56 Ludgate Hill, E.C.

Telephone No.: CITY 2283.

May be consulted at their Offices on matters of Sale, Purchase and Valuation

1.—WESTERN SUBURB.—General Retail and Dispensing Business; established many years; returns last year £3,600; about £200 from Optical; corner shop, well fitted; living accommodation; held on lease; rent £60; price asked £3,000.

2.—LONDON, S.W.—Cash Retail Business in respectable working-class area; returns £1,200; scope for increase under younger man; net profit £324; attractive corner lock-up shop; rent £52 per annum, inclusive; held on lease; price £700.

3.—VICTORIA (Near).—High-class Retail and Dispensing Business; returns exceed £3,000; net profit £650; estimated value of stock and fixtures £1,400; good house; private entrance; held on lease; rent £145; price £2,300, or valuation terms entertained.

4.—LONDON, S.E.—Modern Drug Store, with splendid opening for N.H.I.; established 30 years; returns £800 at very good prices; convenient living accommodation; garden; rent £4 monthly; vendor, having bought another business, must sell at once; price £500, or near offer.

5.—CHINGFORD (Near).—General Retail and Dispensing Business; returns £2,356; gross profit £853; attractive, well-fitted shop; good saleable stock; excellent house of 8 rooms; freehold may be purchased; further details on application.

6.—LONDON, S.E. (Modern Suburb).—Cash Retail Business offering scope for N.H.I.; present returns £20 weekly; lock-up pharmacy with basement; rent £68; sub-let £94; price £750, of which sum £250 can remain.

7.—LONDON, S.W.—Highest-class Retail and Dispensing Business, Kodak Agency; established about 30 years; returns last year £3,721; gross profit £1,422; estimated value of stock and fixtures about £1,350; rent £220; held on lease; price £2,750; vendor has bought another business.

8.—PEMBROKEKESHIRE.—Old-established Business, Retail Dispensing and Optical; the returns have been £2,800, but since the death of the proprietor have fallen to £1,700 under management; gross profit 40 per cent.; double-fronted shop, well fitted in mahogany; large house; private entrance; our client desires an early sale and is willing to give consideration to any reasonable proposition.

9.—MIDDLESEX.—Good-class Retail Business with Kodak agency; steadily increasing turnover, last year being £2,300;

gross profit £1,014; corner shop, well fitted and stocked; part premises sublet at £55 per annum, leaving flat vacant; the district is being developed, and as these premises occupy a commanding position the business can be considerably improved; price £1,750.

10.—HAMPSHIRE (Coast).—General Retail and Dispensing Business, with Kodak Agency; very much neglected; present returns £1,000 per annum, have been £60 weekly; double-fronted shop, lock-up; rent £150; 14 years' lease; stock and fixtures estimated at £700; ill-health cause of sale; any offer given consideration.

11.—NORTH WALES.—Retail and Dispensing Business in centre of main street; returns, under management, £2,622, at good prices; single-fronted shop, extremely well fitted; latest valuation of stock £750; the freehold may be acquired for £1,750, or lease will be granted at £75; valuation terms entertained. Also Business fully licensed for Wines, Spirits and Beer on or off premises; established a century; returns over £5,000; gross profit 30 per cent.; net £750; stock £750; fittings £750; immense possibilities; rent £150; or freehold £3,000; open eight hours daily; closed Sundays; price, apart from freehold, goodwill, £1,000, plus stock and fittings at valuation; or £5,500 all at; these businesses will be sold separately.

12.—YORKS.—General Retail and Dispensing Business, with Kodak Agency; returns last year £2,366; double-fronted shop, well fitted and stocked; rent £75; modern house available; price asked £1,500.

13.—SOUTH-WEST OF ENGLAND.—Very old-established Business; country town type of trade; good opening for Photographic; returns £1,322; gross profit £601; double-fronted old-fashioned shop; large house; new lease will be granted, or freehold may be purchased; price of business £900.

14.—KENT.—General Retail Business, with Kodak Agency; established 1871; returns £3,800 per annum, of which sum £800 is Optical; audited accounts; double-fronted, corner shop; mahogany fittings; the premises, which are used entirely for business purposes, are held on lease at a rental of £80 per annum; private house available if required; price of business £3,000.

Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account by which means alone Profit, the Value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes confusion and loss.

## Valuations for Stocktaking

Messrs. O. & Co. are prepared to undertake these essential duties and make Special Terms for such service.

**ORRIDGE & CO., 56 LUDGATE HILL, LONDON, E.C.4**



# BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—HOME COUNTY.—Old-established Light Retail; in same hands many years; now retiring; returns £5,750; good profits; held on long lease at low rental; very heavily stocked; price £3,500; recommended.

2.—KENT COAST.—High-class Retail, with good Optical connection; returns average £3,800; net profit £1,000; excellent position; low rent; valuable lease; books audited; price £3,000.

3.—SURREY (Death Vacancy).—Good-class progressive Business, returning close on £4,200; pleasantly situated in growing locality; fully stocked; price with freehold £4,600; might arrange for lease to be granted.

4.—BLACKPOOL.—Middle-class Cash Retail, with Kodak Agency; well established; returns average over £1,750; net profit £460; large shop with house attached; well stocked; price £900.

5.—SHROPSHIRE.—Old-established, good-class Business, in good market town; returns average over £3,100; large premises; own freehold; retiring; price, with freehold, about £4,500.

6.—NORTH MIDLANDS.—Modern Cash Store Business, returning over £2,550, increasing; books audited; fine corner position; stock and fixtures worth £1,250; price £1,500, or near offer.

7.—SOUTH-EAST COAST.—Light Cash Retail; steadily increasing; returns exceed £1,500; net profit over £400; nice house and garden; price £1,000, or offer.

8.—WEST MIDDLESEX.—Good-class Business, in fast growing residential district; returns £2,200; exceptional prospects; modern premises; stock and fixtures worth £1,200; price £1,750; strongly recommended.

9.—LONDON (Western Suburb).—Sound progressive Business, in splendid position; returns £3,700 to £4,000, increasing; large corner shop; very heavily stocked; price £3,000.

10.—LONDON (Essex Suburb).—Light Family Retail, with Photographic and N.H.I.; no near opposition; returns £2,250; good house and pharmacy; well stocked; price £1,300.

11.—LONDON, S.W.—Good-class Light Suburban Retail, in good position; returns £25 to £30 weekly, increasing; smart pharmacy, well stocked; price £900, or valuation terms arranged.

12.—WEST LONDON.—Old-established Drug Stores; same hands many years; retiring; returns nearly £750; plenty of scope; low rent; house attached; price £350.

Estab. 1870.

Telephone: Terminus 3574.

## JOHN BRIERLEY, F.N.A.A.

CHEMISTS' VALUER and TRANSFER AGENT

135 Queen Street, Newton Heath, MANCHESTER

'STOCKTAKING AND TRANSFER VALUATIONS.'

Have yours done thoroughly, quickly, at a reasonable inclusive fee, by a recognised Valuer who knows his business. Over 30 years' experience all branches. (Tel.: Fallowfield 113).

## CHARLES E. NAYLOR

CHEMISTS' VALUER

Undertakes Stocktaking and Valuation of Businesses at Reasonable Charges

170 Vesper Rd., Kirkstall, Leeds

Phone: Horsforth 324

## APPOINTMENT.

ARMY SCHOOL OF DISPENSING, CROOKHAM, ALDERSHOT.

A CERTIFIED Pharmacist is required to fill the appointment of Instructor at the above School.

Basic salary £275 per annum, rising by annual increments of £15 to a maximum of £350 per annum, plus Civil Service Bonus (total salary with current bonus £392 to £485 per annum (approximately)), together with an allowance for quarters of £49 per annum whilst the basic salary is less than £300, and an allowance of £70 per annum thereafter.

Applications, stating age, full qualifications and experience, and giving copies of not more than three recent testimonials, should be submitted to the Under-Secretary of State, The War Office (A.M.D.1.), Whitehall, London, S.W.1., not later than 19th December, 1929. If otherwise suitable, preference will be given to ex-Service applicants.

Applicants should not be over 40 years of age.

The successful candidate will be required to pass a medical examination by a military medical officer, and if passed fit will be required to take up his duties on 1st January, 1930.

## The Association of Manfg. Chemists, Ltd

Business Agency, Transfer & Valuation Department

Head Offices—Kimberley House, Holborn Viaduct, London,

E.C.1 (and at 2 Bixteth Street, Liverpool).

PARKIN S. BOOTH, Valuer.

'Phone: City 1261-2-3

### BUSINESSES FOR DISPOSAL

1.—BERKS.—Double-fronted shop, well fitted in mahogany, held on lease with 7½ years to run at rental of £71 6s. 8d. per annum; returns £1,500 p.a.; excellent opening for Optics. Further particulars on application. (19)

2.—SURREY.—Situate on main London to Brighton road; lease will be granted at a rental of £104 per annum; has been very much neglected owing to illness; returns £19 per week; could be easily doubled with attention. Further particulars on application. (16)

3.—BRIXTON.—For immediate disposal, Light Retail Dispensing Business, with Kodak Agency and scope for Optics; situate in main road; lock-up shop; on lease, with nine years to run, at £80 per annum; beautifully fitted and good stock carried. Further particulars on application. (13)

4.—SUFFOLK.—Seaside resort. Old-established Family, Dispensing and Retail Business, on lease at £100 p.a.; good living accommodation; private entrance; £1,000 all at, or £350, plus stock and fixtures at valuation. (21)

5.—BLACKPOOL (North Shore).—Occupying commanding position in this popular seaside resort, there is for immediate disposal a Retail Dispensing and Photographic Business; with Kodak Agency; large D. & P. connection; 5 years' lease at £95 per annum; returns at present, which could be considerably increased, £1,200; net profit £420; price for quick sale £250, plus stock and fixtures at valuation. (20)

6.—BECKENHAM (Blackheath and District).—Required immediately, good-class Retail Dispensing Business with Photographic connection; neglected business would be entertained; particulars treated in strictest confidence; bona fide purchaser with cash available.

Stocktaking and Valuation of Businesses undertaken at moderate inclusive fee. Chemists are invited to consult us in respect of their requirements in connection with sale or purchase of businesses. Chemists in the North are requested to communicate with our Liverpool Offices.

## SALE BY AUCTION.

5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.

IN consequence of the expiry of leases of premises in Leicester Square and Whitechapel, a large variety of Chemists' Show-cases and Shop Fittings will be offered for Sale by Auction at the Sale Rooms as above on Tuesday next at One o'clock. Also on Wednesday next at Two at 616 Mile End Road, London, E., a collection of Automatic Vending and Amusement Machines will be cleared by Auction. Catalogues of both sales on application to the Auctioneers, B. Norman & Son, 5 Little Britain, E.C.

## LEGAL NOTICE.

RE WALTER BARNES, deceased, late of No. 12 Clipstone Road, Forest Town, Mansfield Woodhouse, Notts, Chemist. All persons having any Claim against the Estate of the above-named deceased are requested to send detailed particulars thereof to the undersigned on or before the 20th day of December next. (Signed) George Barnes, "The Elms," Mansfield Woodhouse, Notts.

## PREMISES FOR SALE.

LEIGH-ON-SEA (County Borough of Southend-on-Sea).—Magnificent Freehold Shops for Sale; double-fronted, plate-glass windows; splendid living accommodation; garage right of way; position positively an ideal one for Chemist and Druggist; buses stop outside the premises; enormous neighbourhood. Particulars owner, "Belfairs," The Cliffs, Westcliff-on-Sea.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.



## BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

**BOURNEMOUTH.**—Excellent opportunity to secure a neglected Dispensing and Family Business at a bargain price; large double-fronted lock-up shop; main road; well fitted and stocked; Kodak Agency; rent £150; must be sold; has done £60 weekly; a genuine bargain; immediate possession given; travellers kindly note. Write, 41 Wentworth Avenue, Bournemouth.

**BIRMINGHAM.**—Populous working-class district, with N.H.I.; long lease; low rental; for quick sale, £600. 194/15, Office of this Paper.

**BRISTOL.**—Chemist Business; established 37 years; good corner premises, including house; populous district; low price for quick sale. For particulars apply Mr. A. Ireland, 1 College Street, College Green, Bristol.

**ESSEX COAST.**—Rising health resort; unopposed; returns approximately £1,200; no N.H.I.; easy hours; large house, all modern convenience; about half-acre of garden; delightfully situated; owner retiring through age and ill-health; price, goodwill £300, stock and fixtures at valuation, freehold £850. Apply Berdoo & Fish, 41 Argyle Square, London, W.C.

**LONDON, S.W. (Main Road).**—Well stocked and fitted Cash Business, with N.H.I. and good Optical connection; living accommodation; long lease at low rental; nearly covered by let-off; turnover £2,400; price £1,600 for quick sale; good reason for sale. 197/6, Office of this Paper.

**MANCHESTER** (absolutely first hand and not previously offered to anyone).—Chemist's Business; splendid position, shopping centre, busy main road; returns now £28 weekly, and scope for considerable increase; Kodak Agency, etc.; living accommodation; accept £1,400, about, including property. Another exceptional offer (West Riding); lock-up; returns £1,400 per annum; low rent; lease; about £300 required; genuine reasons for disposal. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Fails-worth 113.)

**MANCHESTER.**—Established Pharmacy in busy main road; rent reasonable; well fitted; good living accommodation; turnover, 1929, over £2,000; N.H.I. and Kodak Supplies (D. & P. exceptionally good); owner entering manufacturing business. Only *bona-fide* inquiries, please. 194/8, Office of this Paper.

**SOUTH COAST.**—Good-class Dispensing and Retail Business; returns £2,200 under management; gross profit £900. Write "Dart," 196/39, Office of this Paper.

**WEST RIDING.**—Two very good lock-up Branch shops, Light Cash Retail, with Kodak, Ucal and Rexal Agencies; scope for increase under personal supervision; returns £1,400; stock to be reduced to meet purchaser; price about £700. Also smart Pharmacy in district now being developed; stock and fittings at valuation, about £200. Marsden, Valuer, 29 Oakwell Crescent, Leeds.

**HIGH-CLASS KENT COAST TOWN.**—Newly-opened Pharmacy, July 15; takings for 4 months £789; best-class trade; west-end of town; nicely fitted in mahogany; rent £200; house attached £100; price £1,300; principals only; cause of sale, illness. 194/4, Office of this Paper.

**OLD-ESTABLISHED** Chemist Business for sale in manufacturing town in Lancashire, situated in busy thoroughfare; lock-up shop, well fitted and stocked; accept valuation stock, fixtures, about £675. "Chemist," 31 Trafalgar Road, Wigan.

**OLD-ESTABLISHED** Family and Dispensing Business in West London suburban borough; long lease; inclusive rent £100 per annum; owner retiring; price £750 (or near offer); scope for young pharmacist. Ernest J. George, 34 Marksbury Avenue, Richmond, Surrey. (Phone: Richmond 2210.)

**PHARMACY (Essex Coast).**—Long lease; good living accommodation; fine shopping centre; trams and buses stop outside door; scope for N.H.I., Optical, etc.; must sell immediately; £650 includes stock, fixtures, fittings, etc.; accept part cash, balance by instalments; genuine bargain. 104 Valkyrie Road, Westcliff-on-Sea.

**RARE** opportunity for young, qualified man to acquire compact, easily worked, unopposed suburban Chemist's Business; dispensing fees from N.H.I. more than pay rent and rates; advertiser in Northern town contemplates retiring early in the New Year, and would be pleased to negotiate with interested party having the necessary capital. 193/30, Office of this Paper.

**VILLAGE Chemist Business for Sale, £300, including stock and fittings; rental £50; 6-roomed house included; Hampshire. Apply Hambledon Pharmacy, Hambledon, Hants.**

**WESTERN SUBURB NEAR EALING.**—Old-established Cash Business (middle- and working-class), with N.H.I. and Kodak Agency; lock-up shop; low rent; returns approaching £2,000; price for lease, goodwill, and fixtures £665; good, sound saleable stock at valuation. P.C.B. 7/19, Office of this Paper.

**40 YEARS'** established Chemist's Business, East London, main road, near City; returns always £3,000 to £4,000; net profit good; books kept by chartered accountants; excellent reason for selling; long lease; bargain for quick sale; only genuine prospective purchasers; no agents. 194/12, Office of this Paper.

**£750.**—OPTICAL and Chemist's Business for Sale, Kent; turnover, on audited accounts, £2,600 per annum; good Optical department; lease 21 years; low rent; owner purchased optical business in another town; audited accounts available for inspection; established 10 years. Apply 197/10, Office of this Paper.

## AGENCIES.

**CHEMIST** (qualified) would like to take up Agencies (on commission) for high-class Specialities; is well known throughout Ulster, and could influence business; uses motor for travelling. Apply "Rad Gentian," Eason's Advertising Service, Belfast.

**COMMISSION** Agent required who covers Lancashire Chemists—preferably with own car—to handle advertised Proprietary Pills along with any other non-competing lines; good terms to energetic man. Write 161/678, Office of this Paper.

**IMPORTERS** of Pharmaceutical Specialities and Proprietary Medicines, established 7 years, with connections in the domestic trade, want offers from a few first-class English or Continental firms desirous of developing their businesses; English and Spanish correspondence; exclusive territory; bankers' references. Icajas G. Lopez & Co., Box 899, Bogota, Colombia, South America.

## SITUATIONS OPEN.

### RETAIL [HOME].

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

**BIRMINGHAM.**—Young, married Manager wanted for small branch in working-class district; living accommodation; one able to work up badly neglected business and take complete control; share in profits offered. Full particulars of age, salary, experience and references, 196/5, Office of this Paper.

**ESSEX.**—Wanted, at once, unqualified Junior Assistant; temporary, may be permanent. Write, giving particulars, age, salary required, experience, references, etc. Light Counter work and little Dispensing; no Sunday duty; live outdoors. Apply Platten, Chemist, Moulsham Street, Chelmsford.

**HALESWORTH (Suffolk).**—Messrs. Gostlings, Agricultural and Dispensing Chemists, require towards end of January competent and capable Assistant experienced in good country Agricultural business; qualification not so essential as good business ability and satisfactory references; permanency; outdoors or indoors (comfortable quarters indoors). Usual particulars to Mr. Keeble (Proprietor, Gostlings).

**LONDON, E.**—Experienced, unqualified Assistant required for quick Counter trade; married man preferred. State age, experience and salary required. The Secretary, Shadforth Prescription Service, Ltd., 63 Grove Road, Bow, London, E.3.

**LANDAFF, CARDIFF** (high-class residential district).—Qualified, experienced Manager wanted, of good appearance and address; clean and accurate Dispenser; good knowledge of Photography and Window-dressing. Apply, enclosing photograph, two recent references, Frank Edwards, 192 Cowbridge Road, Cardiff.



**NORTH WALES.**—Qualified young gentleman (or lady), and if possible with F.S.M.C. qualification, or anxious to learn Optics; easy situation; well staffed; normal experience for ordinary business. Apply, with particulars re experience, age, salary and references, "Optics," 197/8, Office of this Paper.

**ASSISTANT**, unqualified, 23-35, male, for good-class North London suburban shop; must be well up in Dispensing, with good Counter experience; recent reference essential. Call, Hines, Pharmaceutical Chemist, 86 High Street, Whitechapel, E.1.

**EXPERIENCED** Junior Assistant (male) required at once for good-class Dispensing and Retail business; outdoors. Apply, with full particulars, to A. H. Price, Pharmaceutical Chemist, 2 Guildford Road, Woking, Surrey.

**JUNIOR.**—Messrs. Holloways, Chemists, Dudley, require a smart Junior for Counter, on or before December 31, 1929.

**JUNIOR** or Improver required at once. Full particulars, Briggs Chemists, Ltd., 126 Hoe Street, Walthamstow.

**MANAGER**, qualified, to work single-handed small business in Central London; start January. 193/34, Office of this Paper.

**MANAGER**, qualified, required for December 31, 1929, to take charge of Messrs. Holloways' shop at 109 Hall Street, Dudley. Apply 12 Wolverhampton Street, Dudley.

**MESSRS. LATEWARDS, LTD.**, Bradford, Manchester, have to thank the many applicants, and to state that the vacancy is now filled.

**QUALIFIED** Manager required; must be capable, trustworthy, and energetic. Please give full particulars of experience, stating age, salary required, when at liberty, and enclose photo, or call for interview (30 minutes from Baker Street Met. Railway) Evans, The Parade, Ruislip.

**QUALIFIED** Locum wanted, from December 15 to 28 inclusive; middle-class business. Replies must state salary required, (to live out), and photograph must be enclosed. "Staffs," 160/670, Office of this Paper.

**QUALIFIED** Junior Assistant required for Southend district; used to Window-dressing, Counter and Books; must have good references. Apply 161/682, Office of this Paper.

**UNQUALIFIED** lady required for high-class Pharmacy; age 25; experienced at Counter work and Window-dressing, and also neat Dispenser. 18 Chepstow Mansions, Westbourne Grove.

**UNQUALIFIED** Junior required immediately for several weeks by J. L. Davidson, 738 Holloway Road, N.19.

**UNQUALIFIED**, for Drug Store in North London; must be experienced and used to Window-dressing; commencing salary 45s. per week and commission on turnover; increase of salary according to future returns. Write "K.," c/o 11 The Green, Stratford, E.15.

**WANTED**, unqualified Assistant, age about 23, single; must be of good appearance and address and a good Salesman. Apply by letter, enclosing photo, to J. C. Pugh, M.P.S. (from Clay & Abrahams, Ltd.), Chemist, 16 Broad Street, Welshpool.

**WEST KENSINGTON.**—Reliable, unqualified Assistant required after Christmas; must be a quick and accurate Dispenser and good Salesman; good references essential. State age, experience, and salary required. 196/19, Office of this Paper.

#### WHOLESALE.

**ADVERTISING.**—Writer wanted by Wholesale Chemists for trade and medical printed matter; previous experience necessary; age about 25 to 30; qualified or unqualified. State salary required and experience to 160/675, Office of this Paper.

**CAN YOU SELL?**—Manufacturing Chemists, established 35 years, are about to introduce to Chemists, Ironmongers and Grocers an entirely new product with big sales possibilities; liberal commission. Reply, giving particulars of lines carried and territory and trades covered, references, 161/681, Office of this Paper.

**J. C. ENO, LTD.**, 160 Piccadilly, London, W.1, require experienced Representatives for two territories:—

1. Warwick, Staffs, Leicester, Rutland and Northampton.
2. Eastern Counties and Oxford, Bucks, Berks and Herts.

Applications from men who know these territories and who are capable of selling Eno's "Fruit Salt," "Thermogone," Keating's Preparations and J. B. Williams Co.'s Shaving Preparations to every possible outlet on the territory will be entertained and treated confidentially. Replies must give very full particulars of past experience and two references. Salary £6 per week, plus travelling expenses. No commission.

#### PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

**MEDICATED** Sweets, including unique line proved exceptionally successful in recent years 30 miles round Sheffield; splendid opportunity now open for Commission Representatives for other parts of the country; liberal commission (half paid immediately, other half when cash received); car essential. Apply, stating particulars and ground desired, 192/24, Office of this Paper.

**OLD-ESTABLISHED** London Wholesalers require the services of an unqualified Chemist as Representative for Southend, Westcliff and district; an excellent opportunity for a young man with energy and ambition. Please give full particulars in first letter, which will be treated in strict confidence. 160/676, Office of this Paper.

**REPRESENTATIVE** wanted, with connection in Manchester, by Lancashire firm of Manufacturing Chemists; also Agents on commission basis required for the Midlands and South; qualifications not necessary. Write, stating age, references and salary required, to P.O. Box No. 36, Blackburn.

**TRAVELLERS** required for several territories to carry on a 15% commission basis a good selling line; pocket samples. Write (in confidence), stating territory covered, etc., 194/13, Office of this Paper.

**TRAVELLER** wanted for North Midlands for well-known Perfumery House. Apply, stating age and experience, to P.C.B. 7/12, Office of this Paper.

**WANTED**, smart Scientific Representative in every county, well introduced to the Medical Profession, to introduce new Preparation direct to Doctors. Write, stating experience, age, ground covered, etc., 160/677, Office of this Paper.

**WAREHOUSE** Clerk wanted by firm of Chemists in the West-End. Please apply to 161/679, Office of this Paper, stating age, experience and salary required.

#### (COLONIAL, INDIAN AND FOREIGN.)

**CEYLON.**—Qualified Assistant; gentlemanly appearance and address; good Counterman and Dispenser; age 22/24; single; 4 years' agreement; passage paid out and home; good salary and allowances. Full particulars, with photo if possible, and copies of testimonials, to Box N.779, c/o Willings, 133 Moorgate, E.C.2.

**EAST.**—Qualified Dispensing Chemist with Optical experience required for European House in the East; must be single; four years' agreement; passage paid; very healthy climate. Apply, giving full particulars of age and experience, to Box 660, Leathwait & Simmons, 34 Throgmorton Street, London, E.C.2.

#### SITUATIONS WANTED.

##### RETAIL [HOME].

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

**A.**—QUALIFIED, tall, young, desires permanency; high-class Dispensing and Counter; Photography; excellent references; disengaged. 194/22, Office of this Paper.

**A.**—ASSISTANT; unqualified; Dispensing, Counter, Window-dressing; last post 4 years; disengaged; London preferred. "Abstainer," 63 Abbeville Road, Clapham.

**A** CAPABLE Assistant, unqualified, 28, desires Locum or permanency; first-class experience and references; Lancashire, Yorkshire or Midlands preferred. "J. M.," 13 Hangingroyd Lane, Hebden Bridge, Yorks.



**A** LOCUM; qualified; long experience in all branches; active; excellent references; disengaged now. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. Phone: Maida Vale 8212.

**A** QUALIFIED Chemist-Optician, registered J.C.Q.O., 31, 7 years as manager of both departments, keen, competent business man, desires permanency, preferably in Midlands and with house accommodation; free in one month. 193/29, Office of this Paper.

**A** QUALIFIED Pharmacist; disengaged; abstainer; experienced all round; good Dispenser; middle-aged; active; Locum or permanent. "Pharmacist," c/o Mr. Crick, Chemist, 122 Brayard's Road, Peckham, S.E.

**A** DVERTISER, highly recommended, long experience, tall, active, energetic, desires post, Retail or Representative Wholesale; own car. 196/11, Office of this Paper.

**A** S Locum, Relief, Assistant; good experience heavy Panel, quick Counter, Prescriber; not registered. "G.," 130 Scott-Ellis Gardens, N.W.8.

**A** FTER CHRISTMAS.—Energetic, reliable, progressive Manager requires post in London, South or Midlands; all-round, up-to-date experience; can build business; arresting Window and Counter Displays; keen Buyer and Stock-keeper; good address; interview at any time; references; age 45. 194/18, Office of this Paper.

**A** LL-ROUND, conscientious Assistant; unqualified; 23; obliging Counterman; capable Dispenser; London experience. Alford, 17 Church Road, Parkstone, Dorset.

**A** S Locum or permanency; 31; good experience as Manager and Assistant; disengaged. "Chemist," 19 New Steine, Brighton.

**A** SSISTANT or Locum; varied experience; unqualified; abstainer; middle-aged; expert knowledge of Surgical Appliances. "G.," 4 North Hill Terrace, Tavistock Road, Plymouth.

**A** SSISTANT; 27; unqualified; married; permanency; excellent knowledge Dispensing, Counter work, Photography; conscientious; trustworthy. Hunt, 40 Balham Park Road, S.W.

**A** SSISTANT; 25; unqualified; disengaged December 7. G. Ramdin, 41 Westcroft Square, London, W.6.

**A** SSISTANT, 24, tall, disengaged, thoroughly experienced, desires position. "J. R. H.," 126 Abhey Road, N.W.6.

**A** SSISTANT seeks post, temporary or otherwise, town or country; varied experience; disengaged; unqualified. Alpha, 11 Station Road, Chingford, E.4.

**A** SSISTANT, unqualified, 21, Window-dresser, Salesman, Dispenser, 5 years' references, desires post, preferably North-West. Mayne, 12 Balmoral Road, N.W.2.

**A** SSISTANT Manager; unqualified; Working Partnership considered in Manchester works; small capital. "W.," 364 Dickenson Road, Longsight, Manchester.

**C**HRISTMAS.—Unqualified Assistant seeks situation during all or part of college vacation, December 12-January 14; excellent experience and references; Sheffield district preferred. Barker, Strelley Road, Woodseats, Sheffield.

**D**ISENGAGED; qualified; first-class and all-round experience, also accustomed rapid N.H.I. and Institution work; Manager, Locum, etc.; middle-aged; active. "M.P.S.," 156 Lower Clapton Road, E.5.

**F**ULLY qualified lady requires post, or Locum work; London, West, preferred. Peters, 24 Parkhill Road, N.W.3.

**I**NDUSTRIAL, Agricultural, Dispensing; experienced modern Pharmacy; Salesman; middle-age; disengaged; £4 weekly; qualified. "Chemist," 6 Low Skellgate, Ripon, Yorkshire.

**J**UNIOR, 19, all-round experience, requires position, commencing after Christmas. Smith, 101 Ash Road, Luton.

**L**ADY Dispenser (Hall), experienced, desires post; Liverpool or district. Miss Jackson, "Moorcroft," Bramham Road, Ingley, Yorks.

**L**ADY Dispenser-Book-keeper, qualified, experienced, requires post, Doctor or Institution. 196/8, Office of this Paper.

**L**OCUM; qualified; registered R.P.U.; experienced; energetic; or part time. "L.," 119 Fairlands Avenue, Thornton Heath.

**L**OCUM or relief; disengaged; thoroughly competent; experienced; reliable; highest references; terms reasonable. Chemicus, 56 Rudloe Road, Clapham Park, S.W.12.

### NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith, and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

**L**ONDON ONLY.—Qualified Chemist and Optician; free shortly; J.C.Q.O.; good business builder and Dispenser. 196/13, Office of this Paper.

**M.P.S.** requires light or part-time herth; many years' experience; branch, N.H.I. or office work; exceptional references. "X. Y. Z.," 194/24, Office of this Paper.

**P**ART-TIME, mornings, 9 a.m. to 1 p.m. Lady Dispenser-Secretary (Apothecaries' Hall Certificate) desires post in London; 3 years' experience general practice, 1 year with Chemist. Write 176/22, Office of this Paper.

**P**HARMACIST; qualified; 29; married; experienced; capable Manager or Senior; excellent references; London or suburbs; free immediately; interview London. P.C.B. 6/34, Office of this Paper.

**P**OSITION desired by elderly Pharmacist; active, reliable, of sober habits; moderate salary. "X.," 2 Wood Avenue, Wednesfield, Staffs.

**P**HARMACIST, 30, tall, desires Senior post in Dispensing business; capable of taking charge; thoroughly experienced and trustworthy; Major qualification; highest references. 196/300, Office of this Paper.

**Q**UALIFIED Manager, 37, single, now disengaged, seeks post; temporary or permanent; London preferred; experienced in all branches. 186/27, Office of this Paper.

**Q**UALIFIED requires position, Locum or permanent; disengaged. Francis, Grove House, Alwyne Road, Canonbury, N.1.

**Q**UALIFIED; F.S.M.C.; 28; tall; 9 years' West-End and City experience; excellent references; London. Replies to 189/3, Office of this Paper.

**Q**UALIFIED, experienced, having sold business, desires management, view succession, or permanency with financial interest considered, where scope for ability; Salesmanship, Advertising, modern ideas; not afraid of work; residential accommodation preferred; London, suburbs, or Home Counties. "Energetic," 194/16, Office of this Paper.

**Q**UALIFIED; 21 years' high-class varied experience; accustomed to manage and buy for large retail business; ability proved in all branches of Pharmacy and an excellent Salesman; last engagement 16 years; exceptional reference; interview preferred as preliminary negotiation. "Jan," P.C.B. 6/35, Office of this Paper.

**Q**UALIFIED Manager; permanency; West-End and suburban experience; excellent references; disengaged. "Chemist," 14 Cornford Grove, Balham, S.W.12.

**Q**UALIFIED (male), 23, desires situation in London or suburbs; Chemist-Optician preferred, though not essential; previous London experience; excellent references; free January. Aitken, 82 Ashley Terrace, Edinburgh.

**Q**UALIFIED (22) seeks progressive position; excellent Dispensing, Counter and Photographic experience; disengaged. Borthwick, c/o Townley, Chemist, Keswick, Cumberland.

**Q**UALIFIED; 24; 7 years' good experience; competent; reliable; disengaged. Temperton, 101 St. Mark's Road, Enfield. Phone: Enfield 2517.

**Q**UALIFIED; 46; Manager, Locum or part time; good all-round experience; London only; moderate salary. "Statim," 5 Archway Road, Highgate.

**Q**UALIFIED Chemist; management or First Assistant; high-class experience, West-End, City and provincial; interview desired. Mote, 92 Kingshall Road, Beckenham.

**Q**UALIFIED; 23; tall; good all-round Counter, Dispensing and Photographic experience; slight Optics; excellent references. Wynn-Davies, Hafan, Caernarvon.

**Q**UALIFIED; excellent experience; disengaged; London area. C. Adam, 31 The Vineyard, Richmond, Surrey.

**Q**UALIFIED; elderly; much business experience; active; good Dispenser and Prescriber; well educated; manager of part-time; disengaged. 196/22, Office of this Paper.



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**S. E. HACKETT, 23 July Road, Liverpool**

**QUALIFIED**, middle-aged, abstainer, wishes position as Manager or Locum; Prescriber; good Dispenser; references; free now. 196/27, Office of this Paper.

**QUALIFIED**, lady, 24, requires a position in good-class business; good Dispensing experience; excellent references. 196/6, Office of this Paper.

**QUALIFIED** Manager; permanency or Locum; competent; reliable; over 20 years' experience, mostly West-End; disengaged after Christmas. "Pharmacist," 81 Camden Road, N.W.1.

**QUALIFIED**, 54, good references, active and experienced in N.H.I., Hospital and shop, desires part time; Manchester district. 197/16, Office of this Paper.

**QUALIFIED**, 23, seeks position for the New Year; good experience, N.H.I., Photography, Counter, etc. 197/11, Office of this Paper.

**UNQUALIFIED**, age 25, requires permanency; good all-round experience; good references; now disengaged; London only. "Chemist," 99 Bishop's Road, Fulham, S.W.6.

**UNQUALIFIED** Assistant; free; Counter, Dispensing and Window-dressing; tall; 11 years' experience. Tuck, 71 Wellesley Road, West Croydon.

**£2 PER WEEK**.—Lady Assistant, competent at Counter, good knowledge of Dispensing, requires post (after Christmas) where two mornings off weekly for classes will be allowed; South-West preferred. 196/28, Office of this Paper.

**WHOLESALE.**

**2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.**

**A PRACTICAL** Pharmacist, with additional scientific attainments, at present controlling manufacturing processes in a drug house, desires change. 197/5, Office of this Paper.

**A REPRESENTATIVE**, 34, having sound connection in West of England and South Coast, desires full-time position leading house; own car; salary and expenses. 161/680, Office of this Paper.

**A YOUNG** man, 24, educated, tall, with high-class Retail experience, wishes to represent Manufacturing Chemists; progressive position for a good worker; car owner. 197/12, Office of this Paper.

**LIVE** Salesman is looking for additional lines to sell to Chemists in Eastern Counties on commission basis; first-class references; Wholesale and Retail experience. 196/400, Office of this Paper.

**PHARMACIST**, 30, experienced in preparation of Galenicals, etc., accustomed to control staff, seeks post as Assistant with Manufacturing firm; Major qualification, also French and first-hand acquaintance with Continental methods; progressing knowledge of German; excellent references. 196/30, Office of this Paper.

**PHARMACIST**, desiring change from retail business, experienced Salesman, as Representative, several houses; commission basis; Lancashire and Cheshire. 196/35, Office of this Paper.

**REPRESENTATIVE**, with proved ability, seeks change in new year with progressive House; conversant all branches of profession, Retail and Wholesale; 15 years' experience; excellent references; non-smoker; abstainer; Midlands or Eastern Counties preferred, but not essential; willing to give expert assistance with Display ideas. State terms, 196/4, Office of this Paper.

**SALESMAN**, with established connection South Coast among Chemists and Perfumers, is open to represent house where his proved selling ability would be appreciated; young, keen and energetic; undeniable references backed by real sales record. "Repeats," 197/3, Office of this Paper.

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**FOR** Sale, two Induction Coils, 14- and 10-in. spark, a Ammeter and Milliammeter, a Resistance, Fluorescent Screen and some old X-ray Tubes. Apply P. Rhosser Roberts, Poplar Walk, Croydon.

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